Issue No 171 Available from Wednesday, January 19, 2011

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PRIZED GUNDOGS STOLEN

THIS pair of trained gundogs, spaniels Meg and Willow, from Cliftonville, have been stolen from the back of a car.

Their owner's blue Volvo V40 estate was parked at Syndale in Ospringe, near Faversham, when the dogs were taken, some time between 1.25pm and 3pm on Thursday. Full story on Page 3

■ BY FLORENCE TENNENT

THE chair of the town improvements committee for Ramsgate Town Council has apologised to residents after revealing he will have just £3,500 to spend on the town this year.

This week Gerry O'Donnell called on the council to invest more in the town.

He said: "We are taking £22 per year off

He said: "We are taking £22 per year off every ratepayer, and what are we giving them back? We should be ashamed. I blame myself for not being stronger, I'm disappointed but what can you do if the vote goes against you?"

In a meeting on Wednesday, January 5, the council agreed a total budget of £283,400 for 2011/12, an increase of just under £2 on the council tax bill for band D property residents in Ramsgate.

The Town Improvements budget pays for street furniture such as notice boards, flowers, benches and lights in the parish.

Mr O'Donnell said: "I was looking for affordable ideas to make a real difference, but my ideas have been voted down. If we're trying to target tourism, we need to tart the town up. It's worth paying to have the town cleaned up, tidied up and smartened up."

Separate funding has been set aside for new Christmas lighting after a poor display this year.

David Green, mayor of Ramsgate and council leader, denied the council wasn't doing enough. He said: "Cllr O'Donnell is being a bit disingenuous. He didn't put in any bids for

CONTINUED ON PAGE 5

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Flu levels start to peak as vaccinations run low

BY **FLORENCE TENNENT**

HIGH levels of seasonal flu have decimated vaccination stocks in the South East, but latest figures show fewer people in critical care

As of Thursday, January 13, 36 patients were in critical care beds, accounting for almost 18 per cent of all critical cases.

This time last week there were 51

serious cases

Swine flu, Influenza A or H1N1, remains the most common strain, accounting for 95 of the 112 reported flu deaths across the UK.

Local supplies of seasonal flu vaccination are running low and GPs are being asked to share their supplies

with neighbouring practices.

Those patients eligible for the seasonal flu jab could now be offered last year's specialised swine flu vaccines

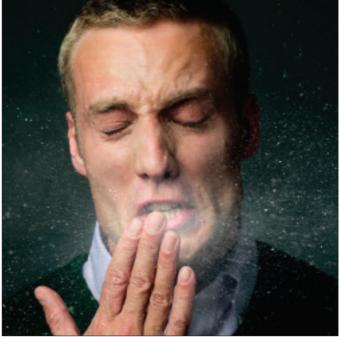
A spokesperson for NHS South East Coast said: "NHS South East Coast is aware that some supplies of flu vaccine are running low, and we are working with the local NHS to make sure any surplus vaccine is moved to where it's needed."

Rachael Cousins, practice manager for Bethesda Medical Centre in Margate, said: "There have been some shortages in the area, but we still have a supply and have been putting on extra clinics."

Ms Cousins believes concerns over the safety of the swine flu vaccination may have put people off.
She said: "Uptake hasn't been as

high earlier in the year because swine flu is now included in the vaccination. Now, as more cases are reported, we are seeing a late surge in demand."

The seasonal flu outbreak has put a strain on stretched hospital



CAMPAIGN: The government hopes its Catch it, Bin it, Kill it advice will help to prevent flu

resources, leading to some surgeries being postponed or cancelled.

An NHS spokesperson said: "This is not out of the ordinary and happens at other times to balance demand and supply. Patients will be rebooked as soon as possible."

The government launched its

Catch it, Bin it, Kill it public information campaign on January 1.

NHS officials hope the worst of the outbreak may soon be over.

John Watson, head of the respiratory diseases department at the Health Protection Agency, said: "Our latest flu report suggests levels of people seeing their doctor for flu-like illness

are peaking.
"We cannot say at present whether this is actually the peak, but we will have a better idea of the likely trend in the next couple of weeks.

Mr Watson advises flu sufferers to consider the severity of their symptoms. He said: "Most people with flu can 'self care', by taking plenty of rest, drinking lots of fluids and taking over-the-counter pain relievers such as paracetamol.

"But anyone displaying severe symptoms, particularly those in vulnerable groups, should contact their GP or local out-of-hours service for

Student tunes into the musical needs of a younger generation

YOUNG rockers and ravers in Thanet now have their own regular music nights, thanks to one Christ Church university student.

Lucy Cousins, pictured, a 22-yearold music management student at the university's Broadstairs campus, set up YARD music events to encourage and inspire youngsters to engage

with music in a safe environment.

Ms Cousins said: "The idea first came about through hearing that local venues were stopping their regular underage nights due to a multitude of problems.

"This news really struck me, as in my hometown of Salisbury, I was spoilt for choice as a young person, being able to attend live music events at least twice a week."

The shows are exclusively for 13 to 17-year-olds, with a strict no alcohol, no drugs policy.

The first event, We Heart Dance at the Horizons café bar on Friday, January 28, features 17-year-old Pie Factory protégé Dominic Farrall, Canterbury's King of the DJ's Nachos, and euphoric drum and bass

from newlysigned Airwalker.

events

Ms Cousins said: "We ensured that all of the artists performing at are of a similar age to that of our target audience. Our

performers for the event on Friday are between

17 and 22. "We believe this will highlight the option of the creative arts as a study or career choice for young people who may not be certain where their future lies."

With the help of funding from UnLtd, an entrepreneurship charity, she hopes the youths that attend the event will be able to get involved in

the said: "We hope that by giving young people the opportunity to express themselves in a safe and secure environment, public perception of the youth of today will detract from that of an anti-social picture, to one of young people embracing the creative arts in a positive way.

Tickets are £4 and only available in advance from HMV in Westwood Cross. They will not be sold on the door. More information on this and upcoming events can be found at www.yardmusic.co.uk.

Dog owners warned to be vigilant as spaniels stolen

BY NICK AMES

ONE of the two trained gundogs belonging to a man from Cliftonville stolen from the back of a car has been found alive.

Spaniels Meg and Willow were taken from a blue Volvo V40 estate was parked at Syndale, in Ospringe, near Faversham, some time between 1.25pm and 3pm last Thursday

But last night borwn and white cocker spaniel Willow was back home with her owner after being found in Bexhill.

Meg, a seven-year-old black and white springer spaniel, is still missing. Both were both micro-chipped and were wearing collars when they were taken.

Owner Douglas Barker, who had been working the dogs on a shoot at Syndale that morning, was relieved to see Willow.

"The dogs had worked hard all morning and I left them in the car to have a rest, a decision I regret," said the 71-year-old, from Cliftonville, speaking before Willow was found.

"When I returned to the car and saw the boot open and the dogs gone I felt heartsick. Those two dogs have been my left and right hand.

"I am worried about how they are being treated. Gundogs have special diets and special commands. No-one, without exception, will be able to work those dogs except me, because

you train them just to work with you. "They have both been spayed, so they can't be used for breeding,

"I also want to alert other dog owners to the fact that dog thieves are operating in the area. My main concern is that this doesn't happen to someone else. I would hate anyone else to have to go through what I'm

going through."

Det Ch Insp Susie Harper appealed for anyone who was in the Ospringe area to think back and remember if they had seen anyone acting suspiciously on the day of the theft.

She said: "We know that a local woman was out on her horse at about 3.15pm and saw a man on foot walking away from the farm with two



dogs on leads.
"Someone must know what has happened. The dogs' care and welfare is a major concern and we urge anyone who knows where they are to let us know so they can be returned to

their owner."
Anyone with information about the theft is asked to contact Kent Police on 01795 419182 or Kent Crimestoppers anonymously on 0800

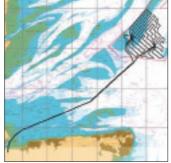
Community to have say on wind farm

THE owners of what will be the world's largest wind farm are inviting residents to an information session in Ramsgate.

The £2.2 billion construction of phase one of the London Array wind farm is due to commence at the end of February, situated in the Thames Estuary 20km off the Thanet coast.

Once completed in December 2012, 175 turbines will be capable of generating 630MW of power - the Thanet offshore wind farm, currently the world's largest, by contrast only generates 300MW from 100 turbines.

The second phase would increase that capacity to 1,000MW, enough to supply renewable energy to all the



PROPOSALS: The London Array wind farm

homes in Kent, but its consent is subject to the results of bird studies.

London Array representatives, whose operations centre is based in Ramsgate, will meet with the community between 5pm and 8pm on Tuesday, January 25, at the Royal Temple Yacht Club.

Matt Britton, commercial and oper-ations manager, said: "This is a great opportunity for local people to find out more about what will be happening offshore over the course of 2011.

We look forward to seeing anyone from the community at the event, where they will be able to meet some of our team and ask any questions they may have about the wind farm.



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Young volunteers needed to give disabled support

A PILOT project is looking for volunteers to buddy teenagers with disabilities living in Thanet.

The Be Our Buddy scheme was launched in September 2010 by the Voluntary Action

Within Kent charity.
Funded by Kent County Council, the project trains and supports volunteers to help a disabled youth, between 9 and 18 years old, building up their confidence.

With a buddy's support, the often shy youngsters can visit youth clubs or simply buy a ticket for the bus, something they might never have tried on their own.

Matthew Gough, programme coordinator, said: "The activities depend on the needs of the young person.'

So far the scheme has matched five pairs of buddies, with another 22 volunteers in training, but Mr Gough is hoping to encourage

more people to get involved.

He said: "I have been struggling to recruit volunteers to make the project happen."

Volunteers must be 16 or over and are

asked to commit to a minimum of four hours a fortnight, for six months.

Mr Gough said: "For the volunteers it's not just a buzz from helping, it's also mentoring and learning.'

■ BY FLORENCE TENNENT

Ruchira Sachdeva and Rachel Nesbit, 16year-old sixth form students at Clarendon House grammar school, were matched with

their young mentees in November.
Ruchira said: "It's been really fun, we've been out to the youth club and making things like bracelets together, as well as talking about family and friends.

"It's a positive experience for me as well; I'm learning how to interact with people with disabilities and building my knowledge of autism and other disabilities, which I hope will be good experience for studying medicine at university."

Buddies are referenced, CRB-checked and must complete four two-hour modules of training, covering confidentiality, safeguard-

training, covering confidentiality, safeguard-ing and disability awareness. Ruchira said: "We're only 16 and it's not easy taking on the responsibility." Young people with disabilities who are interested in the scheme will be visited by Mr Gough to discuss their needs and assess whether their disability is suitable for the voluntary scheme. For more details, email him at matthew.gough@vawk.org.uk or call him on 07525 071671.

'No money to clean up town'

CONTINUED FROM FRONT PAGE

funding next year, so in the absence of any specific request, we did what we could.

'I think we're doing quite a lot within our limited budget; we're spending at least £30,000 on decorative lighting, we're fulfilling our commitment to cut allotment waiting lists and I think we're taking our responsibilities to Ramsgate seriously."

Cllr O'Donnell, however, questioned the

ambition of the council.

He said: "I think they have agreed between them to spend no money. Only £68,500 has been committed to events and improvements to the town, the remainder is going on self administration.

"I want to say to the people of Ramsgate they need to push their town council. They're saying look how prudent we've been; we've

hardly spent any money. I see a lack of imagination and a determination to keep the budget at a low level."

The remaining £214,000 is to be spent on administration, rent for the Customs House office, staff wages and other civic duties, including £6,500 for a visitor information

Cllr Green said: "Through trimming administrative costs, we've kept the budget about the same.

"However we've been asked by our auditors to keep some money in reserve, and that accounts for the increase we've asked for this

"Some money is spent on upkeep of rent and staff costs, but we're keeping the money for the things that people can see; events, allotments and lighting.

Celebrating exam success

THANET schools celebrated a year of progress with the official release of last year's GCSE

Clarendon House in Ramsgate and Dane Court in Broadstairs topped the charts, released by the Department of Education on Wednesday, January 12, with 97 per cent of students achieving at least five A* to C grades, including English and maths.

Special mention was made of Hartsdown Technology College in Margate, who last year beat their National Challenge target of at least 30 per cent C grades or above and this year improved by another 11 per cent.

Rosalind Turner, managing director for education, said: "Today's announcement reinforces the progress that has been made in raising standards and shows the work we are doing to

continually improve is paying off. I am very proud of the National Challenge schools."

Hartsdown College showed the most improvement in Kent. Principal Andy Somers said: "We are 37th out of the 200 most improved schools nationwide, and that is a real achievement. This is especially satisfying as it reflects our results over four years.

"This achievement once again highlights what we really believe at Hartsdown - it is the



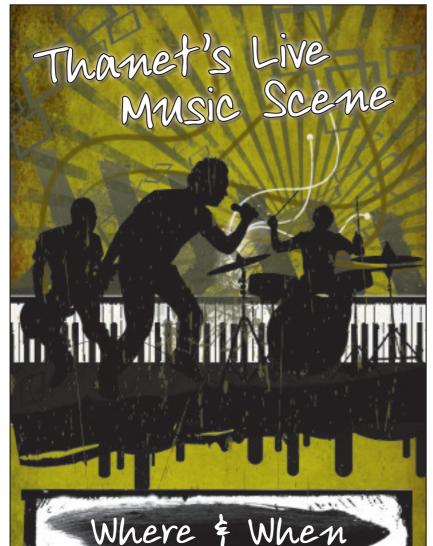
WORK REWARDED: Pupils celebrate their GCSE results

people that make a good school so successful." The school is also celebrating the results of its November GCSEs, with some students taking the exams a year and a half early, and 10 per cent more achieving both maths and English pass grades than last year.

Mr Somers said: "Our approach to the National Challenge is clearly paying dividends. We believe that if students are at the right stage to take these exams they should,

regardless of their age.
"This is a very good start to a highly promising new year."





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Saturday 22nd January

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Friday 28th January

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Friday 4th February

Fat B-stards

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Friday 11th February

Jeepster

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Saturday 12th February

Barking Mad

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Saturday 12th February

Freed

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Thursday 17th February

Blow the Duo

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Friday 18th February

Breed

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Saturday 19th February

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ARCHANT KOS MEDIA CAMPAIGN ISSUES COUNTYWIDE CALL TO ARMS TO KENT BUSINESSES

Time to roll up our sleeves and work together for prosperity

BY STEVE KNIGHT

THIS newspaper calls on employers throughout the county to join together and support our new campaign to Keep Kent Working.

With unemployment at its highest rate in years and Government spending cuts in full force, now is the perfect time for businessmen and women across the region to collaborate and improve the Kent economy for all.

Our campaign aims to keep people in work, generate jobs and develop our talent for the future.

It will provide a forum for local companies to demonstrate what they are doing to aid the recovery – be it by taking on new apprentices or coming up with innovative new ways of working – while also acting as a launch-pad for firms to join together and share their expertise.

Årchant KOS Media has faced difficult decisions itself in recent times, as have many businesses within the county.

Managing director Paul Stannard said: "We ourselves have had to make tough decisions, and it is from this backdrop that we decided to



do something positive and use our media as a vehicle for employers and organisations — as well as the wider community — to communicate how adaptable the business community in Kent is to dealing with change and to make sure the people of Kent know what opportunities are out there."

The Keep Kent Working campaign already has the backing of Kent County Council and the Federation of Small Businesses.

"Anything that gets businesses working together to create more employment opportunities for people – and especially young people – absolutely gets my backing," said Kent County Council's cabinet member for regener-

ation and economic development, Cllr Kevin Lynes. "There could be a little more thought between businesses about the beginning and the end.

"Td like to reach a point where we are engaging really closely with the private sector to find out where the skills gaps will be in future, so we can address that and train up tomorrow's workforce today."

One of the main aims of the Keep Kent Working campaign is to encourage businesses to take on young workers, as a third of the county's unemployed are aged 18-24.

Investing

Cllr Lynes pointed to KCC's support scheme for employers, which drastically reduces the bureaucracy involved with taking on an apprentice, as an example of how different organisations can work together for the benefit of all.

He added: "The benefit of investing in youth is that you get a huge amount of enthusiasm, energy and drive that comes with being young.

"Letting young people look at things with a fresh pair of eyes and question the way in which they do things can be so valuable to businesses, and can give them a serious edge over their competitors."

The Keep Kent Working campaign manager

Claire Trevill, who has vast experience of business in Kent, says she fully understands what employers and employees are going through.

employers and employees are going through.
She has worked closely with the
Government's Future Jobs Fund and is acting
as a business mentor for young people with
the Prince's Trust charity.

"Everyone is aware that these are tough economic times, but that creates an opportunity for doing things differently," said Miss Trevill. "And that includes how businesses recruit their staff and how they take on apprentices and offer graduate placements.

"Our proximity to London has also become a blessing and a curse, because we lose many of our best workers there. But now's the time to stop the brain drain and for Kent employers to fight back and keep the talent here.

"Keep Kent Working is a positive campaign and I'm pleased this newspaper is giving employers and employees the platform to communicate good employment practice as well as to raise awareness of what help is out there to keep Kent strong."

To achieve the aims of our campaign we will need everyone to contribute. We may lead the Keep Kent Working initiative, but we also welcome any ideas or suggestions.

Show your support for Kent's economic prosperity by emailing keepkentworking@kosmedia.co.uk.







yourletters



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Carole Russel Posted: 06/01/2011 17:38:35

I quite agree with all the details in this news piece. I disgusted with so many "so- called improvements" which have gone ahead in Thanet.

The exact amount of Thanet workers at Thanet Earth is 2 per cent, with 80 per cent Polish and 18 per cent from Folkestone, Canterbury and Dover.

This is completely unforgivable. We were also promised good quality cheaper local produce in our supermarkets. If anything, the prices rose 20-30 per cent and the quality is not so good.

How can they justify taking all our arable land, transporting produce to Maidstone for packing, then bringing it all back to Thanet? Are we not supposed to be cutting down on pollution?

Britain is our country, not that anvone would know it.

Fifteen years ago, Labour promised all unemployed would have to take any job that they were able to do. For 15 years, British people were allowed to choose what they did and whether they worked or not. It is time this country turned around again and gave us the selfrespect we once had. What I say is, pull out of Europe give them back

Dave Mairs' blog last week, So what did Thanet Earth do for Thanet?, prompted dozens of readers to comment on our blog site. Here are a selection of the reactions, but you can see everyone's comments and have your say on all of our blogs by clicking HERE

So what did Thanet Earth do for Thanet

their "Act of Human Rights" and get this country back on track to prosperity again.

Bill Stevens Posted: 07/01/2011 08:41:57

Thanet Earth: Spot on...well said. Good to see someone brave enough to raise the myth concerning employment figures. It's the same wherever you look, though. From Lydd Airport expansion, a Thames crossing at Gravesend or even a new airport in the Estuary, the same old rubbish is trotted out. Planners, developers and politicians should not be allowed to get away with it every time.

Carole Russell Posted: 10/01/2011 08:37:40

Perhaps some of you lucky Thanet residents could write in and tell the readers just what you think of the Aquaponic produce grown at Thanet Earth.

I bought some at the beginning the taste was quite disgusting. As an expert on veg and salad produce after years of eating them, but also running a fruit and vegetable shop I could not believe the cost of Thanet Earth produce.

The worst part of all is the waste of top quality arable land concreted over to produce this muck, and it didn't even give the jobs to the Thanet people as promised. Who arranged all this stupidity? Who on planning approved this ludicrous idea? This is one of so many unacceptable cock-ups we have seen so regularly from this council, absolutely no thought for the people or more importantly for the future of Thanet.

Margaret Posted: 11/01/2011 18:49:42

Well, it may have made the blogs but how many read those? Even the TDC councillors who passed the application were surprised when they realised what the outcome would be. Locals in Acol and the villages didn't know how it would impact on their lives.

Posted: 10/01/2011 10:43:02

The problem has nothing to do with the EEU. Saying so distracts from the real issue, which is a council that cannot say no to development.

Posted: 11/01/2011 16:34:08

I agree with Carole Russell that the produce grown at Thanet Earth is awful, quite tasteless; I always try and buy local produce whenever I can, but having tried some that was grown at Thanet Earth I won't be buying it again.

Only after I tried it did I find out that it had been grown hydroponically. I then knew why it tasted so bad. I have only recently started growing my own veg, but even before, as an armchair gardener, I knew that good produce with

good flavour comes from good soil, not chemically-enhanced water, which is how they grow it at Thanet Earth.

The promise of local jobs is always the "carrot" that everyone believes will be our saviour and which allows the council to put through the most negative and potentially harmful of schemes into our area. Case in point the China Gateway which, had it been allowed to go through, would have been the start of Thanet being nothing but an industrial hub with untold pollution and consequential mass illness because of it.

The latest ongoing battle is for night flights in and out of Manston Airport, again with the promise of new jobs being the bait, which sadly the uninformed people of Thanet continue to believe even though it has been uncovered there will be very few jobs, if any.

I hope the people of Thanet will remember these unfulfilled promises at the forthcoming elections in May and vote to get rid of this council, who continue to lead us into potentially negative schemes which almost always turn out to the detriment of the population and beauty of Thanet.

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QUESTION & ANSWER

JOHN BATLEY



Tell us a little about yourself.

I'm 59 and took early retirement from a major PLC just over two years ago. I'm married and have two grown-up kids. I live just outside Ashford.

When did you first become interested in the First World War and military history?

My father and all my uncles were in the forces in WWII and I was brought up hearing stories from the war. I acquired my first military item when I was about seven years old. I swapped a Mars bar for a brass Spitfire that a school friend's father had made in the RAF. I've still got it. I became very interested in the First World War after visiting the Somme in the mid 1980s and was amazed by what I saw. I then started researching my two grandfathers' part in the Great War.

What inspired you to set up Still in the Trenches in Folkestone?

I had done a little spare time trading in militaria and felt that Kent needed a fiveday-a-week military history shop where people could buy interesting and genuine items at reasonable prices.

Many military collectors' shops have closed as the internet has grown, but I saw a need for people to be able to see and touch things before they buy them. In collecting, condition is very important and many people are often disappointed with things they buy over the internet. I also restore items and will track things down for people. I can sometimes do research into customers' grandfathers' WWI history.

Tell us about the flag you recently discovered.

I bought the flag from a local collector who had acquired it 12-15 years ago. It was made by a French woman in Calais during 1944 to welcome the liberating troops. It's made mainly from parachute silk, plus what looks like the gold edging from a tablecloth. It is quite crudely made. I am investigating a couple of leads on the French woman, but it's early days yet.

What are the favourite items in your collection and why?

I do like military paperwork, such as the documents a soldier would have had in his service from recruitment to discharge. I have those papers for my father and one of my grandfathers and it is far more human than the metalwork and hardware of war. I've also got a lot of Home Guard training manuals and papers. I think the Home Guard was amazing.

What kind of items would typically be considered of historic military significance?

There are many iconic items that come from the two world wars. The Lee Enfield rifle was probably the finest service rifle ever

and has become a classic. It had a British service life of 60 years and is still going strong in India. Similarly the Mills grenade, which was designed in 1915, modified in 1917 and then remained in service for another 55 years completely unchanged. I also think First World War medals are potent symbols of the terrible experiences soldiers had of trench warfare.

What do you think of the social and cultural life of the area?

My wife and I moved to Ashford from south east London four years ago and wished we had done it earlier. The quality of life here is far better, with the superb countryside and coastline. There seem to be many more people actively trying to make Kent a better place.

How can people find out more about you and Still in the Trenches?

They can learn a lot from the website but also I'd like them to come to the shop in the Old High Street, Folkestone. I like to chat with my customers and have had some incredible people in the shop – D-Day veterans, serving soldiers, Blitz survivors, and V1 witnesses. Recently a marvellous lady who was in the French resistance visited the shop.

Tell us something that people don't know about you.

In the mid 1980s I qualified as a pilot and even got to fly a WWII military aircraft.

The owner of wartime memorabilia shop Still in the Trenches spoke to **James Alexandre** about his fascination with military history, the significance of a handmade flag and the joys of living in Kent.





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sunday 23rd january 3.30pm premier league Blackburn v West Brom

monday 24th january 7.00pm premier league Bolton v Chelsea



wig & pen old town, margate

port & anchor seafront, ramsgate

queens head seafront, ramsgate

sheldons high st, margate

red lion high st, ramsgate

fayreness clifftop, kingsgate

hotel de ville grange rd, ramsgate

lanthorne callis court rd, broadstairs

st lawrence tav st lawrence, ramsgate

bradstow Mill high st, broadstairs

south eastern margate rd, ramsgate

quart in a pint pot charlottle square, margate

the oak hotel harbour parade, ramsgate

sir stanley gray pegwell rd, ramsgate

elephant & castle hereson rd, ramsgate



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Wig & Pen 10 Market Place Margate 01843 231180

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www.thorleytaverns.co.uk

Celebrating 40 Years

BREAK TIME

Constructive cheque

A GENEROUS donation has provided 25 new laptop computers for construction apprentices at Thanet College.

Stan Brittain and his wife Anne presented a cheque to the college on behalf

of the East Kent Construction Support Group. The charity was set up for Kent's construction students more than 40 years ago by Stan and his partners



The college was one of three to receive donations as the charity distributed surplus funds before retiring the account.

Chris Moore, construction programme manager, said: "The laptops will help learners with their studies. We are extremely grateful to Stan, Anne and all concerned with this generous donation."

The department has launched its own apprentice scheme and introduced new specialisations.

Fire safety success

SEVEN students have completed a fire safety course at Thanet fire station

The year 11 students at Ellington and Hereson School in Ramsgate spent seven weeks studying for the BTEC qualification.

The course, at Westwood Cross, focused on teamwork and safety management and included using cutting equipment to free passengers from a simulated car crash.



The participants demonstrated their skills in front of fellow students, parents and staff at the school.

Lessons in life and humility through African adventure

BY FLORENCE TENNENT

TWO Margate teenagers who spent a fortnight in Africa have resolved to put their experiences to good use.

Dan Smith and David Robinson, 17-year-old students at Hartsdown College, spent two weeks in the Kenyan city of Mombassa in October, with Margate-based Christian charity JIM International.

As well as teaching football skills and fitness coaching to children and orphans, the pair helped to build a playground area in the school grounds and visited workshops in the city's slums, where disabled craftspeople carve wooden ornaments.

Safari

The boys came face to face with lions, elephants and giraffes on an overnight safari adventure and travelled along miles of dirt tracks to take part in a soccer tournament in front of thousands of spectators.

A highlight was meeting Maasai warriors on a beach and bartering for clothes and other goods. The pair have resolved to share their experiences of living without material goods, starting with holding assemblies for fellow students

Dan said: "The adults and children we met are so happy with so little. They smile all the time and they will do everything they can to help you. They have virtually nothing and yet they will share that with you. We have everything by comparison and yet find it hard to



ONE WORLD: Hartsdown College students Dan Smith and David Robinson with members of the JIM International charity team and adults and children who they worked with during their stay in Kenya

share at all. The way they approach life just blew my mind."

David added: "They value family, their faith and education. I soon became aware how materialistic our lives are - the people we met and the families we visited wasted nothing, whereas we waste so much all the time.

The students spent months raising money for the trip, holding football tournaments, gigs and non-uniform days. JIM International organises teams of volunteers to provide medical assistance, food and education to some of the poorest countries in the world, including Sudan, Vietnam and the Philippines

SEND your schools news and pictures to yourthanet@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk

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DAY & NIGHT

Explore your inner flirt

A BURLESQUE workshop takes place at the Astor Theatre in Deal from 2-3.30pm on Saturday, January 22.

Miss Maybe's monthly classes will increase your confidence and inspire you to get your feathers and sequins out.

Workshops also take place on

February 18, March 19 and April 16. No dance experience required, and there is no nudity, but plenty of fun and giggles. Contact Miss Maybe on 07870343870

for more information.

Sleeping Beauty dates

A PRODUCTION of Sleeping Beauty will delight dance fans at the Churchill

Theatre, Bromley, on February 1 and 2. Founded in 1988 by former Bolshoi soloist and choreographer Victor Smirnov-Golovanov, Moscow City Ballet has become one of Russia's most successful touring companies and their take on the ballet is not to be missed.

Tickets range from £29.50 to £33.50 and are available from www.ambassadortickets.com or by calling the box office on 08448 717 620.

Don't miss TV comic

TOP comic Andy Parsons, of Mock the Week fame, will tickle funnybones when he comes to the Central Theatre in Chatham.

The funnyman is in town on March 17. Tickets are £14 or £16. Book early to avoid disappointment. Call the box office on 01634 338338, or visit www.centraltheatre.co.uk.

Banksy's dramatic joke?

EXIT Through The Gift Shop is a cruelly-entertaining account of street artist Banksy's relationship with a wacky super-fan.

But is this a straightforward documentary about the world of street art, or is the joke on us?

The film shows at The Astor Theatre in Deal on Monday, January 31 at 8pm. Ticket prices are to be announced. Visit www.theastor.org for more details.

Keeping it in the family

THE Floorboard Family will play the Chimney Boy, in Faversham, on February 2.

The Faversham Folk Club gig features family members Francis Kendall, Richard Kilner and Jason Rose. Together they write, sing and play roots, ballads and blues as well as "good time" music. Entry is £7, or £6 for members. Visit

www.favershamfolkclub.net for details.

Dine to best of blues

BLUES Junction present a night of the very best of the blues at Pizza Express, Maidstone, on Saturday.

Starting at 8pm, there will be music from the Blues Junction, band who specialise in blues music from Chicago to Delta to West Coast to British. They cover classics by the likes of Eric Clapton, BB King, Buddy Guy, Muddy Waters, Albert King, Etta James, Howlin' Wolf, and Robert Cray.

Tickets are £15 each from www.pizzaexpresslive.com.

Remembering a rock'n' roll hero

BUDDY - THE BUDDY HOLLY STORY

Tuesday, February 1, to Saturday, February 5 Orchard Theatre, Dartford.

THE world's most successful rock 'n' roll musical has had audiences rocking in the aisles for decades,

and it's back in Kent soon. Buddy - The Buddy Holly Story will come to the Orchard Theatre in Dartford next month, 52 years after the legend's passing and "the

day the music died".

That famous phrase was coined by Don McLean, in the song 'American Pie'.

Holly died in a plane crash, but his legacy was already cemented.

That fateful day will forever be ingrained on the memory of Maria Elena, widow of Charles Hardin 'Buddy' Holley (the 'e' was dropped after his name was misspelled on a recording contract).

Each year she commemorates the passing of her husband, who was just 22 when he died, in

the same way.
"I pray for Buddy, like I do every night," she begins. "I light a candle, I buy flowers, and stay home. I just remember him as he was when I

The couple had been married less than six months when the small plane carrying Buddy, 17-year-old Ritchie Valens, J.P. 'the Big Bopper' Richardson, 28, and pilot Roger Peterson, 21, plummeted from the night sky into a frozen Iowa cornfield.

Though the 50 years that have passed have dulled some of the pain, the shattering impact of the accident still remains with Maria Elena.

"When Buddy died it was so sudden," she reflects. "Those kinds of deaths are very, very difficult to deal with because you don't have the chance to say goodbye."

The circumstances surrounding Buddy's inclusion on the Winter Dance Party Tour of 1959 only add to the sense of tragedy.

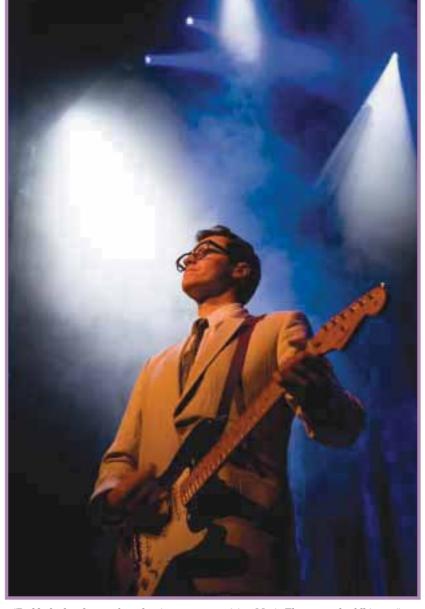
"He left home against my will, I was pregnant," she says. "He said it will be a short tour - I just can't continue without getting my own money to do what we're planning to do.' We had plans to open record companies and our own publishing company, and Buddy also wanted to develop new artists, even at that time."

To commemorate this special occasion, the smash-hit West End musical Buddy - The Buddy Holly Story will be rocking The Orchard, Dartford, with a performance on the anniversary of Buddy's death, proving that the music, like Buddy's legacy, lives on.

Maria Elena Santiago was 25 when she and Buddy married in August 1958, less than two months after they first met.

Folklore has it that Maria Elena had a premonition about the crash before he left for the

"Absolutely, as a matter of fact we were both dreaming," she confirms.



"Buddy had a dream about leaving me on top of a building and I dreamed about a comet, this great ball of fire coming down. It came past me and made a hole in the ground. I could see the fire coming out of that hole.

"The day after (Buddy) was leaving and I was packing for both of us, but he said I told you, I can't bring you with me, you're pregnant.

Having discovered news of the crash on tel-

evision, Maria Elena says she fell into a "catatonic state", unable to digest what had happened. She miscarried soon after.

The show has been a worldwide smash, and recalls the heyday of the legendary Holly

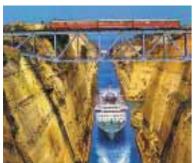
All the hits are here and tickets will sell fast. Tickets, priced between £20 and £27.50 each are available from www.orchardtheatre.co.uk, or by calling the box office on 01322



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Departures: March 12 & November 12, 2011 PORTS OF CALL:

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in Lucca, Pisa, Florence, venere (pictured) & San Portovenere (pictured) & San Gimignano • Travel home on overnight train, Florence to Paris, in 2-berth cabin, then Eurostar to London • All transfers

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Pisa's Luminara di San Ranieri, Tuscany & the Riviera of Flowers

Escorted Holiday by Rail - afternoon departure from London

Departs June 14, 2011

Come with us to the magical city of Pisa which has far more to offer than the leaning tower. In June the Luminara di San Ranieri creates a breathtaking spectacle of light with 1000s of candles lighting the River Arno, riversidxe buildings and bridges.



ITINERARY/INCLUDED:

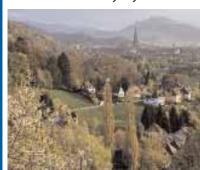
- Champagne Check-in at St Pancras Escorted throughout
- Afternoon departure on Eurostar to Paris
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- 2-hour Guided tour of Florence
- Included excursions in Italy: take in Pisa, Florence, Santa Margherita, Portofino, Cervo & Diano Marina; in France: Monaco, St Paul de Vence &

Antibes • Return rail travel to London All transfers abroad

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Black Forest & Alsace Wine Route

Escorted Holiday by Rail - morning departure from London



Departs June 20, 2011

This magical holiday combines the romance of international rail travel with dramatic scenery and warm hospitality in a rolling landscape with serene lakes, pretty villages and ancient vineyards.

ITINERARY/INCLUDED:

 Escorted throughout • Morning departure on Eurostar to Paris or Lille • TGV train travel from Paris or Lille to Strasbourg • 6 nights at the 3-star Hotel Baren-Stube, Oberharmersbach, with 6 breakfasts and

6 dinners • Excursions take in Frieburg, the Triberg Falls, Lake Titisee, Strasbourg & the Alsace Wine Route • Rail travel from Strasbourg to London • All transfers

7 DAYS £789pp

Menton Lemon Festival & Nice Carnival

Escorted Holiday by Rail - afternoon departure from London



Departs February 20, 2011

Join us for a colourful break on the French and Italian Rivieras including visits to Menton Lemon Festival Garden of Lights and Nice Carnival Flower Parade, Enjoy Free Drinks every night at the hotel in Diano Marina and return rail travel between London and Nice, south of France.

INCLUDED:

- Champagne check-in at London St Pancras
 Escorted throughout • Afternoon departure on Eurostar to Lille
- 1 night hotel B&B in Lille TGV rail travel to Nice 4 nights in Diano Marina at the Piccolo
- Hotel with 4 buffet breakfasts & 4 dinners with free wine & water PLUS Free SEMI ALL-INCLUSIVE tea/coffee daily, PLUS nightly Free bar -12midnight • Included excursions • Return rail travel to London • All transfers abroad

£699pp

Mamma Mia Party

Warner Bembridge Coast Hotel, Isle of Wight - Over 50s only



Friday, February 25, 2011

Join us for a party where the name of the game is fun. We're rekindling the 70s & 80s when Abba's songs were on everyone's lips

PRICE INCLUDES: FREE drinks from 3.30pm to 11pm Friday, 12noon to 11pm Saturday & Sunday. Includes house beers & spirits, house wine by the glass, pumped soft drinks & mixers,

tea & coffee • Dinners & Breakfasts • Mamma Mia movie screening • Abba Tribute Band • Variety entertainment • Ensuite Ambassador room with TV, tea/coffee tray - upgrades available • Leisure facilities: Indoor pool & sauna • Return Car Ferry

SELF-DRIVE **3 NIGHTS DRINKS-INCLUSIVE** £239pp

ma Mia Partv

Warner Bodelwyddan Castle, North Wales - Over 50s only



Friday, March 25, 2011

Join us for a unique Mamma Mia Party - for over 50s only - in beautiful North Wales. Warner's Bodelwyddan Castle Hotel will resound to the sights and sounds of Abba. Enjoy free drinks and nightly entertainment including a screening of Mamma Mia the Movie and an Abba tribute act

INCLUDES: Free Bar 6pm to 11pm daily house beers, spirits & mixers, wine by the glass • Entertainment including a Mamma Mia the Movie screening and Abba tribute act • 3 dinners & 3 breakfasts • En-suite Ambassador room with TV, tea/coffee trav upgrades available

SELF-DRIVE 3 NIGHTS **DRINKS INCLUSIVE** £299pp Quote BC3-KOS











THE NEW SQUADRONAIRES

Friday, February 4, Woodville Halls, Gravesend

DO YOU remember the original Squadronaires from the 1940s?

Officially known as the No 1 RAF Dance Band, the musicians soon adopted the unofficial name 'The Squadronaires' and went on to win the prestigious Melody Maker award for five consecutive years. Their successors will enthrall at this show in Gravesend.

Originally formed by the RAF, with a view to emulating the popularity with the troops of the American bands of the day, and to help boost morale, the Squadronaires went on to surpass even the most popular of the American bands. The orchestra was reformed under

the leadership of trumpet player Greg Francis (the bandleader of the Memphis Belle Swing Orchestra and the movie Memphis Belle) and a change of presentation and musical content was made.

Based on, and as a tribute to, the wartime orchestra, the band consists of young musicians, looking as they did then, and playing the swing music of the era, including Glenn Miller Tommy Dorsey Harry James Benny Goodman Artie Shaw and more.

The show starts at 8pm. Tickets are £15, or £13 for concessions. To book, call the box office on 01474 337774.



THE THREE DEGREES

Friday, January 28, Central Theatre, Chatham

THE Three Degrees can't wait to see you again.

The longest-running line-up of the group comes to Chatham this month to wow audiences with a full playlist of their hits.

Once famously known as Prince Charles's favourite Prince group, the trio will delight fans eager to hear their music again.

Boasting more than 40 years in the business and with some timeless classics in their repertoire, their best-known hit, When Will I See You Again? will no doubt feature on the evening.

The Three Degrees were formed in about 1963 in



Philadelphia and were discovered by producer and songwriter Richard Barrett, who was responsible for groups of the 1950s such as The Chantels, Little Anthony and the Imperials, and The Valentines.

Over a long career, the group slowly found their way to the top, really making their mark in the 70s and 80s with mainstream chart success.

The tour line-up is Cynthia Garrison, Valerie Holiday and Helen Scott. Tickets for the show are £19 or £21.50 each. Call 01634 338338 to book, or visit www.whatsonmedway.co.uk.

ROY CHUBBY BROWN

Wednesday, January 26, The Orchard Theatre, Dartford



OFFENSIVE, controversial and hugely successful, Roy Chubby Brown is touching down in Dartford.

The flying hat and goggles-wearing Northerner has put more bums on seats than most other comics, and has one of the most devoted fanbases in the laughter business.

His ribald live routines are blue and draw huge crowds, no matter what town he's in.

Few subjects are deemed too sensitive to be touched on, and the language will be blue.

Get set for a barnstorming night of banter, hilarious mickey-taking and humour from Britain's most outrageous comedian, who uses a non-stop battering ram of jokes and tales during his shows.

You'll be in the presence of one of the scenes biggest characters but it's not for the easily offended. The tour ends in April, but this is Chubby's only date in Kent. Tickets are £22.50 each from www.orchardtheatre.co.uk, or call 01322 220000.

Bookings of over 40 people will receive a free finger buffet, but call 01322 220000 for information.

The show starts at 7.30pm and is not suitable for children.



AN AUDIENCE WITH PETER AND DAN SNOW

Sunday, January 30, The Orchard Theatre, Dartford



FATHER and son team Peter and Dan Snow have established themselves as two of the country's most watchable historians, with their popular TV shows.

Following the success of their books and popular television series, Battlefield Britain and 20th Century Battles, they present an entertaining evening as they discuss highlights and take audience questions.

Dan is Peter's youngest son and the pair have forged a close relationship presenting the shows since 2003.

Battlefield Britain looked at the massive battles that

have shaped Britain's history, from Boudicca's destructive rebellion against the Romans to the incredible feats of The Few who saw off the Luftwaffe.

The show received a BAFTA and was shown on the BBC to great acclaim. The 20th Century Battles show which followed made them even more well-known.

Peter Snow was already a familiar face to viewers, due to his exploits as a Newsnight presenter and election spe-

The show starts at 7.30pm. For tickets call the box office

MARC ANTOINE AND PAUL BROWN

Friday, January 28, Pizza Express, Maidstone

THIS pair join the impressive roll-call of those who have played at Pizza Express in the last few months.

Playing songs from last year's Foreign Exchange joint album, Marc Antoine is well known to regulars, and Paul, aside from his solo musical projects, is also one of the leading producers in the smooth jazz world.

He is responsible for number one hits for various artists, including Pizza Express favourite Peter White.

Both men are excellent guitarists with a broad repertoire.

Marc Antoine has performed in the past with Basia, SoulIISoul, Guru's Jazzmatazz, The Solsonics, Queen Latifah, acid jazz DJ GreyHoy, Rick Braun, Sting and the late

Paul Brown is the producer per se in the smooth jazz genre. He has performed with Al Jarreau, Boney James, Jeffery Osborne, Kirk Whalum, Larry Carlton, George Benson, Patti Austin and many more.

Paul and Marc will be joined by Oli Silk on keyboards, Otto Williams on bass and

Tony Mason on drums.

The show is at 8pm. Tickets are £25 from www.pizzaexpresslive.com.









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3:13pm 6.4m 1:24pm 6.8m

1:15pm 8.0m

1:54pm 5.2m

3:03pm 6.0m

3:10pm 5.5m

SUNSET 4.21pm

MOONSET 7.22am



Madrid

Paris

Rome

Sydney

Tenerife

Tokvo

Vancouver

Wellington

Warsaw

Sunday

Sunday

Sunday

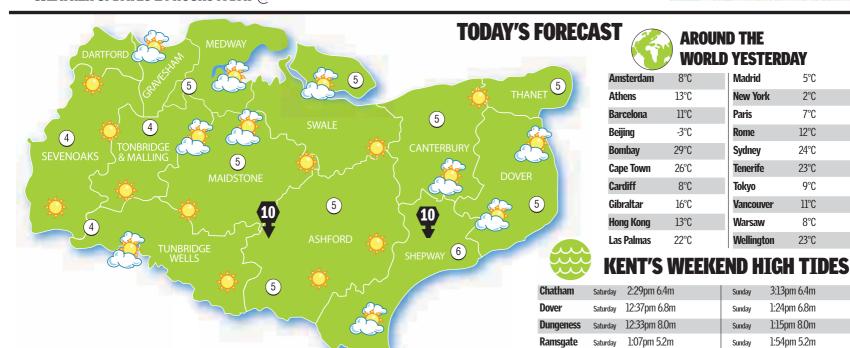
Sunday

7.52am

SUNRISE

MOONRISE 4.11pm

New York



5°C | 6°C | 5°C | 7°C | Gravesend | 7°C |

6°C

6°C

5℃ 6℃

5°C 5°C

5°C 6°C 4°C 5°C Maidstone



6°C

5°C 6°C 4°C 5°C Folkestone 6°C 5°C 6°C 5°C 7°C Ramsgate

7°C 6°C 6°C 5°C 6°C Gillingham 6°C 5°C 6°C 4°C 5°C Rochester

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4°C | 5°C

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5°C

6°C | 4°C | 5°C | 3°C | 6°C

6°C | 4°C | 5°C | 3°C | 6°C

Sittingbourne 6°C

Tonbridge

6°C | 6°C | 5°C | 6°C | Sevenoaks 5°C |

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HIV positive, good qualities, seeks 56YR old female, 5ft 6ins, GSOH

LONELY female, petite, attractive, size 8-10, blue eyes, long hair, likes historic places, holidays, meals out, seeks honest, genuine male for friendship initially. Tel No: 0906 515 7112 Box No: 356359

HAPPY fun loving, attractive, intelligent, educated, slim, curry 515 7112 Box No: 346537 female, late 40's, WLTM caring, sincere man interested in theater reading, arts, nature and walks for friendship, maybe more. Tel No: 0906 515 7112 Box No: 356613

slim, affable, enjoys music, reading, theatre, laughter, nature,

CONFIDENT young female who knows what she wants out of life, PRETTY black lady, 39, 36G bust looking for open minded, outgoing 5ft 3ins, likes reading, cinema quy for adult conversations/meets. meals out, nature, travel, theatre

Age/looks unimportant. ACA. CRYSTAL 5ft 6ins, long dark hair,

I might be 47 but am certainly not

things, animals, walks, cinema, seeks male 45-59 for good times. Tel No: 0906 515 7112 Box No:

29YR old female, 5ft 3ins, size 12, long brown hair, seeks childless male, 29-40. Margate. Tel No: 0906 515 7112 Box No: 383026

ATTRACTIVE black lady, 5ft 6ins, black hair, slim, kissable lips, likes walks, horse riding, go karts, seeks professional white male, 35-45, athletic, 5ft 11ins-6ft, London, Tel No: 0906 515 7112 Box No:

theatre, seeks solvent white male, 30-47 for genuine relationship. Ashford. **Tel No: 0906 515 7112** Box No: 382910

FIT lady, 65, thinks she's 40, N/S, loves life, seeks genuine gent, 60-70 N/S for happy loving, exciting settings. Gravesend. Tel No: 0906 age. Medway. Tel No: 0906 515 7112 Box No: 7112 Box No: 353111

victy attractive, kind, down to earth, black British, likes travel, writing, reading, cooking, socialis-ing, seeks generous, good man who is family orientated. Essex. Tel No: 0906 515 7112 Box No: 353033

genuine, kind, white male, 30-47 to N/S, likes socialising, cards, danc-share life with. ing, racket ball, seeks male, 50-65. Cambridge/London/Tunbridge Maidstone. Tel No: 0906 515 7112 Well. Tel No: 0906 515 7112 Box Box No: 353773

blue eyed blonde, honest, caring, seeks tall, strong, confident, young at heart male, 50-60. **Tel No; 0906** 515 7112 Box No: 350337

41YR old lady, young at heart, blue

out, theatre, seeks solvent white male 30-47 for genuine relation-ship. Ashford. Tel No: 0906 515 7112 Box No: 382706

SEALED with a kiss, 37vr old single mum, blonde hair, blue eyes ing, theatre, laughter, nature, gle mum, blonde hair, blue eyes, seeks genuine gent, 37-49 who is curvy, likes sunshine, travel, look-caring, N/S and lives near London. ing for Knight in shining armour, to Tel No: 0906 515 7112 Box No: make me laugh and spoil me. 333815 Folkestone. Tel No: 0906 515 7112 Box No: 355543

guy for adult conversations/meets. meals out, nature, travel, theatre, Tel No: 0906 515 7112 Box No: seeks tall, slim, professional white male, 35-50 who is honest, genmale, 35-50 who is honest, genuine, loving, funny and spiritual.

BEV petite and trendy with a nice Tel No: 0906 515 7112 Box No: figure, solvent, animal friendly and 355311

Tel No: 0906 515 7112 Box No: hazel eyes, olive skin, seeks male.

Tel No: 0906 515 7112 Box No: Tel No: 0906 515 7112 Box No: 383374

I might be 47 but am certainly not over the hill yet! Attractive and looking for a good reason to get seeks discreet male for chats and back in shape. Call me. Tet No: a relaxing glass of wine anytime. 0906 515 7112 Box No: 356147 ACA, status unimportant. City area. Tet No: 0906 515 7112 Box No: 342527 Seeks No: 342527 ACK.

DEBBIE mid 50's, attractive, likes dancing, music, cinema, theatre, seeks male for companionship. Maidstone. Tel No; 0906 515 7112 Box No: 351419

MATCH for a Leo Tall blonde early 60's, varied interests, likes music, travel, seeks N/S, caring male with GSOH. Ramsgate. Te No: 0906 515 7112 Box No: 352627

PATRICIA outgoing, confident, feminine, warm, friendly, smart, good company, attractive, seeks similar male. Tel No: 0906 515 7112 Box No: 347215

BEAUTIFUL slim, babe, 22, seeks older, generous guy 65 plus who knows how to pamper. London. Tel No: 0906 515 7112 Box No:

41YR old divorced female, likes attrology, writing, cats, seeks fun lady, seeks genuine, retired, soloving guy with GSOH. Rochester Let No: 0906 515 7112 Box No: shifts Kent. Tel No: 0906 515 7112 Box No: 351929

ADORABLE beauty, curvy, caring, down to earth, trained lawyer, seeks good man for friendship, companionship, maybe more. London. Tel No: 0906 515 7112 Box No: 351337

COME live with me. Medic, petite, stunning, long hair, seeks very rich, tactile, generous gent. I will care for you forever. Essex. Tel No: 0906 515 7112 Box No: 351333

PENNY slim, sporty, attractive

PETITE female, slim, attractive, blonde hair, green eyes, GSOH, romantic, likes sports, nights out, meals, seeks honest, genuine, N/S male. Tel No: 0906 515 7112 Box No: 334613

JACKIE homely, 52, seeks gen-uine, homely male, 50-65 for caring, sharing and spoiling. Tel No: 0906 515 7112 Box No: 350005



LADY seeks N/S clean shaven LADY seeks N/S, clean shaven male to appreciate artistic, roman-tic, feisty, attractive, slimmish, curvy lady of 69 who has not yet joined the wrinklies. Ashford. Tel No: 0906 515 7112 Box No: 349757

WORLD traveller, fit, young minded female, enjoys life, seeks special interesting male, 60's for genuine relationship. Tel No: 0906 515 7112 Box No: 349053

KAREN 34, sexy leggy brunette who knows there's more to life than just work! WLTM confident professional male for time of

DOROTHY 70's, 5ft, fair hair, likes coast, Chinese food, seeks male

ELSIE 5ft 8ins, 70's, OHAC, N/S, blikes pub lunches, walks, seeks female, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 36825 Seeks female, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 36825 Seeks female, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 35825 Seeks male, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 35825 Seeks male, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 35825 Seeks male, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 35825 Seeks male, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 35825 Seeks male, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 35825 Seeks male, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 35825 Seeks male, 62-65 for friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 36825 Seeks female for platonic friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 36825 Seeks female for platonic friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 36825 Seeks female for platonic friendship, maybe more, Herne Bay, Tel No. 0906 515 7112 Box No. 36825 Seeks female for platonic friendship, maybe more, female, 62-65 for friendship, maybe more, female, female,

JO tall, blonde, blue eyes, sexy figure, seeks male for fun times. Tel No: 0906 515 7112 Box

SINGLE mum, 39, likes most ATTRACTIVE slim, easygoing, GLADYS sensual, loving, short things, seeks male with GSOH for lady, 30's, likes travel, nights in, hair, likes cooking, seeks Christian LTR. Tel No: 0906 515 7112 Box seeks genuine, solvent white male, gent with no ties for friendship, 36-48 for no strings relationship. maybe more. Tel No: 0906 515 7112 Box No: 7112 Box No: 340025 \$\frac{1}{2}\$ ADORABLE beauty, curry, caring, 346955

65YR old female, 5ft 2ins, likes straight, seeks people for socialisgolf, reading, garden, holidays, ing, drinking, holidays etc. Tel No: seeks guy to share life with. Tel 0906 515 7112 Box No: 340495

NICK 4.3, petite biorde, green veyes, seeks genuine guy for company, fun, friendship and maybe brown eyes, 40's, N/S, slim, fit, friendly, seeks sincere, N/S, solvent male for love and relationship.

Tel No: 0906 515 7112 Box No: ATTRACTIVE slim single mum, 344393

EMMA 31, dark hair, brown eyes, attractive, outgoing, likes band, cinema, meals out, seeks good looking male for fun and friendship. Tel No: 0906 515 7112 Box No: 337213 Box No: 382864

Men Seeking

easygoing, seeks female. Tel Ng:

PETER 57, blue eyes, full head of

friendship, maybe more. Herne Tel No: 0906 515 7112 Box No: Bay. Tel No: 0906 515 7112 Box 356067 No: 383474 🖰 🕡

friendship, maybe more. Medway. Tel No: 0906 515 7112 Box No: 356689

professional male for time off meets in London and fun times. Tel No. 1996 515 7112 Box No. 2996 515 7112 Box

RICHARD dark riair, blue eyes, sit PAOL 40, siirri, oit, seeks carring feins, easygoing, loving, carring, female. Tel No: 0906 515 7112 likes holidays, theatre, country Box No: 348705 side, cinema, historic buildings,

KIND affectionate male, seeks MIKE 6ft 2ins, grey hair, builder, 351717 cere female. Tel No: Usub 319 (112 Box No: 355731 cere female. Tel No: Usu

hair, likes sport, meals out, drinks, MALE seeks female, 62-65 for seeks nice, down to earth female

TALL attractive white male, 48, considerate, easygoing, likes arts, theatre, Oriental culture, seeks female of any age with similar interests. Tel No: 0906 515 7112

STRIKINGLY attractive, tall, black WHITE guy 50's, seeks man, London born, 45, very well black/Asian/Oriental lady for triondchin maybe more Medium; adventurous, truthful woman for unforgettable adventures. Am I 0906 515 7112 Box No: 350581

GENUINE white male, GSOH, seeks attractive, curvy, black female, 33-43 with strong personally and process of the ship/relationship. Tel No: 0906 515 7112 Box No: 356215

PENNY slim, sporty, attractive, excellent company, enjoys the outdoors, cycling, walks, sailing, the atre, travel, seeks intelligent, like-mided gent for friendship, maybe more. London. Tel No: 0906 515
7112 Box No: 351273

ANNA 62, seeks guy, 59-65 with an interest in the simple things in life for LTR. Tel No: 0906 515
7112 Box No: 341379

Box No: 348707

Box No: 348707

Box No: 348707

FACEY 45, sexy Scorpio, tatling, cooking, seeks male, 59-55. Tel No: 0906 515
7112 Box No: 341125

TRACEY 45, sexy Scorpio, tatlond, cooking, seeks male, 59-No: 348705

PETITE female, slim, attractive, blonde hair, green eyes, GSOH, likes music, comedy, cinema, seeks tall, seeks not should hair, green eyes, GSOH, likes music, comedy, cinema, seeks tall, seeks not should hair, green eyes, GSOH, likes music, comedy, cinema, seeks tall, seeks not should hair, green eyes, GSOH, likes music, comedy, cinema, seeks tall, seeks not should hair, green eyes, GSOH, likes music, comedy, cinema, seeks tall, seeks not should hair, green eyes, GSOH, likes music, comedy, cinema, seeks tall, seeks not should hair, green eyes, GSOH, likes music, comedy, cinema, seeks tall, seeks not should hair, green eyes, GSOH, likes music, comedy, cinema, seeks tall, seeks not seeks plated to the company of t

LOVING male, 50, younger looks, slim, toned, seeks caring, slim female for romance and fun. Tel No: 0906 515 7112 Box No: 355611

DOWN to earth and well presented, likes to wine and dine, show a genuine lady a good time, wants New Year to get off to a good start, meet that someone to take my heart. LTR in Ashford area. Tel No: 0906 515 7112 Box No: 351717

YOUNG guy 40, likes nights out, ANDY funny, seeks likeminded seeks female for good times. Tel female, 18-35. Tel No: 0906 515 No: 0906 515 7112 Box No: 7112 Box No: 355615

JEFFERY 52, white, 6ft 2ins, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 906 615 7112 Box No: 348663

YOUSUF likes cinema, sports, seeks slim, honest female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 383386

YOUNG 53 easygoing, affectionate, 6ft, N/S, animal lover, varied interests, GSOH, looking for a soul times. Herne Bay. Tel No; 0906 7112 Box No: 355085

SHY affectionate male seeks 18strings fun. Tel No: 515 7112 Box 383392

RICHARD

46, likes holidays, theatre, historic buildings, cinema, music, seeks female, 37-57 for relationship. Tel No: 0906 515 7112 Box holidays the seeks female. Well built, good looking, fun, seeks female. Kent. Tel No:

holidays, weekends away, seeks 9096 515 7112 Box No: sincere, genuine, black lady, 35 383150 plus for serious relationship. plus for serious relationship. London. Tel No: 0906 515 7112 Box No: 354543

RAMSGATE male, 5ft 5ins, young welcome. Medway. Tel No: 0906 515 7112 Box No: 383136 9 stratedite soul mate for LTR. Tel No: 0906 515 7112 Box No: 38104 mm and processional male, N/S, 2014 professional male, N/S, 2014 p 355743

MALE seeks trustworthy female seeks white female for relation-for friendship and serious relation-ship. Tel No: 0906 515 7112 Box No: 355739 \$\existsymbol{0}\$

ATTRACTIVE blond, blue eyed male, 47, HIV positive, genuine, male, 47, HIV positive, genuine, sincere, GSOH, OHAC, seeks sincere, GSOH, seeks warm, sin- warm, sincere, female. Essex. Tel cere female. Tel No: 0906 515 No: 0906 515 7112 Box No: 355731

WHITE male, 63, blue eyes, active, N/S, seeks loving, caring, genuine female, 50-60, any nationality for TLC. Herne Bay, Tel No: 0906 515 7112 Box No: 355133

earth, happy go lucky, likes salsa, ice skating, cinema, meals out, seeks female for friendship, maybe

PROFESSIONAL successful male, 45, 6ft, adventurous, fun loving, romantic, seeks attractive, outgoing female to enjoy the good female to enjoy the good hings in life with Brighton. Tel No: 0906 515 7112 Box No: 355361

30yr old chubby, introverted girl for mature, older female for fun and no strings fun. Tell No: 9906 passionate evenings in the No: 9006 passionate evenings in this cold weather. Londontidate Tri cold passionate evenings in this cold weather. London/Herts. Tel No: 0906 515 7112 Box No: 354877

likes good things in life, seeks happy, fun loving lady. Single mum welcome. Medway. Tel No; 0906

attractive, 5ft 7ins, medium build, vegetarian, 50, young outlook, seeks white female for relation-

YOUNG looking 60yr old guy, 5ft es out, seeks slim-medium build female for friendship only. Crawley. Tel No: 0906 515 7112 Box No: 354713

Gay Seeking

32YR old male, bi-curious, likes with lovely green eyes, 38-52 for kelationship. Tel No: 0906 515 7112 Box No: 383182 male, 25-35 for loving ad maybe more. Could you be my Mr Right.

TRY mel 56yr old male, down to 356183 male, 25-35 for loving ad maybe more. Could you be my Mr Right.

TRY mel 56yr old male, down to 356183 male, 25-35 for loving ad maybe more. Could you be my Mr Right.

SINGLE unassertive male, mid 40's, seeks assertive male of any age for fun and friendship. Tel No: 0906 515 7112 Box No: 356269

ATTRACTIVE non scene gay hunk, late 20's, seeks older, sol-vent gent, 65 plus for mutual fun times. Tel No: 0906 515 7112 Box No: 348543

KEVIN 34. 6ft 2ins, blond hair. good looks likes nights out, sports, holidays, seeks similar male, any age for adventurous fun times. **Tel** age for adventurous fun times. Tel No: 0906 515 7112 Box No: 355984 🚳

BI guy 37, seeks couple/bi guy for fun times. Canterbury. Tel No: 0906 515 7112 Box No: 383290

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Swank toughs it out as devoted sister takes on US legal system

BY **DAMON SMITH**

FEW modern actresses embody working-class pluck and ballsiness on screen as compellingly as Hilary

She collected her first Oscar in 2000 for her scintillating portrayal of murdered transgender teenager Brandon Teena in Boys

Five years later, Swank was back at the podium for her revelatory performance as a gutsy boxer in Clint Eastwood's tear-jerker, Million Dollar Baby.

She famously celebrated that victory by tucking into a hamburger and fries at a fast food restaurant with her coveted golden statuette resting on the table next to the napkins and condiments.

Now, the Oscar-winning actress gets beneath the skin of another crusading real-life heroine in Conviction.

Inspired by the story of a sister's unwavering devotion to her jailbird brother, Tony Goldwyn's film condenses an extraordinary 18-year quest for justice into a lean 107minute courtroom thriller that confirms one (wo)man can make a difference.

Betty Anne Waters (Swank) is a wife and mother of two in Massachusetts, who has always defended her troublemaker older brother, Kenny (Sam Rockwell).

In 1980, Kenny is questioned about the murder of diner waitress Katharina Brow, but he is released, to the chagrin of local cop Nancy Taylor (Melissa Leo).

Two years later, ex-girlfriends Roseanna Perry (Juliette Lewis) and Brenda Marsh (Clea DuVall) testify against Kenny and seal a murder conviction, resulting in a life sentence without parole.

Betty refuses to accept the verdict and puts herself through college and law school in order to prove her brother's innocence.

Her marriage implodes, and she is left to



raise their two sons, Richard (Conor Donovan) and Ben (Owen Campbell).

Aided by law school pal Abra Rice (Minnie Driver), Betty brings the case to the attention of attorney Barry Scheck (Peter Gallagher), from the Innocence Project, a non-profit organisation set up to help wrongly-convicted people overturn their sentences.

Conviction is a remarkable true story that provides Swank with a meaty central role that wrings tears and fury in equal measure.

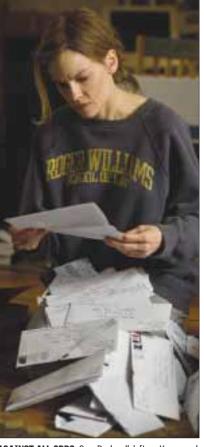
The actress doesn't strike a false emotional note and she gels convincingly with Rockwell as the hot-headed prisoner, who seems worryingly capable of the brutal crime.

Driver is a spunky sidekick, generating some much needed flashes of comic relief amid all of the legal wrangling: "I hate the damn legal system. It's so inconvenient!"

Screenwriter Pamela Gray stacks the odds heavily against Betty and Abra, so their valiant efforts leave us cheering in the aisles when it seems they might finally have discovered a flaw in the prosecution's case.

The seriousness of Kenny's situation is brought home when one character coldly observes: "If Massachusetts had the death penalty, he'd be dead by now."

On one point at least, the law worked in his



AGAINST ALL ODDS: Sam Rockwell, left, as Kenny, and above, Hilary Swank as Betty in a tale of family loyalty





IT'S A WRAP: Explorer Bruce Parry shows us how to dress for Arctic weather

YOUR TV REVIEW ARCTIC WITH BRUCE PARRY: BBC2, 9pm, Sunday

THE recent spell of snowy weather demonstrated how rubbish we are at dealing with the cold in the UK, so it's nice to see people on the TV who have to live with it all the time. Bruce Parry, who made a name for himself living with indigenous peoples around the world, has chosen the Arctic Circle for his latest trip. So far he has met the Sakha horse people and Eveny reindeer herders of Siberia. As he was there during the summer months, the landscape didn't look particularly arctic. The lush green hills were filled with mosquitoes and Mr Parry's guides mostly seemed keen to neck down as many glasses of vodka as they could carry on an old army tank. Bruce demonstrated how many of the old mystical ways of the natives had been squashed during the time of the Soviet Union. The people are now

BY **ED HILL**

only just beginning to rediscover their spiritual past. The former Marine seems to have a unique way of bonding with the people he is studying. Despite the language barrier he managed to get one reindeer herder to open up and discuss how drink, modern Russian life and family breakdown had resulted in him returning to his roots to try to regain some self worth. The next episode saw him travelling to Greenland. This was much more familiar arctic territory, with broad landscapes of snow and ice. This time Bruce was spending time with the Inuit people, following their hunts for seal, walrus and polar bear, made a lot easier these days I

imagine by powerful hunting rifles.

But like former programmes presented by Bruce, he highlights how these ancient communities are just as vulnerable as the rest of us to the attractions of the modern world with its flat screen TVs, cars and computers. It's understandable they should want as many of the comforts as the rest of us, but sadly it seems their heritage is soon forgotten. Greenland demonstrated this very clearly.

As the ice melts (due to global warming), a land full of rich metallic deposits is revealed. Mining will soon be the main economy of the country and the old seal hunters will be a thing of the past.

Already kids from broken Inuit families are being taken on confidence-boosting trips to teach them how to fish and reconnect with their ancestry.

carsferkent.co.uk

MOTORS NEWS

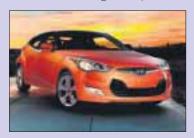


What Car? Top Car is Al

AS BEFITS its model description, Audi's new A1 premium hatchback has landed the What Car? Magazine's prestigious Car of the Year title.

Now posing a real challenge to the BMW Mini, What Car? editor-in-chief Steve Fowler said: "The A1 is brilliantly targeted and brilliantly executed.

"More and more buyers are looking for smaller, more efficient cars, but with all the luxury trappings of much larger cars. That's exactly what Audi has given them – a super-stylish, high quality small car that's affordable and great fun, too."



Hyundai plays three door trick with coupé

IT HAS been two years since Hyundai bowed out of the coupé market.

So a new coupe glamour car was well overdue and we'll get one later this year.

It's more than striking to look at too, because the new Veloster will have a unique three-door configuration – two main side doors and one rear side door for easier access to the rear seats, plus disguised exterior handle to maintain the coupé look.

It will be offered with a twin-clutch auto/manual transmission option.



Seat refusing to jump on the VAT bandwagon

SPANISH marque Seat is blowing away New Year gloom with an extended VATfree offer and VAT cuts, despite the UK tax rising to 20 per cent.

Various offers run until March 31 and are even available to small vehicle fleets as well as private buyers.

The VW-owned marque is pointing out too that Kent commuters into London can benefit from ultra-low emission and road tax exempt Ibiza and Leon E Ecomotive versions escaping the daily Congestion Charge for the capital – newly hiked from £8 to £10.



GREEN MACHINE: The Mitsubishi Colt Cleartec is more refined and quieter than its predecessor and offers further proof of the Japanese brand's development in the eco-friendly stakes

Mitsubishi gives green light with Colt Cleartec

ONCE better known for big 4x4s and pick-ups, Mitsubishi is reinventing itself as a greener champion.

The most obvious sign is an electric city car, the MiEV that has just gone on sale along with clones sold by Peugeot and Citroen.

But the Japanese brand's transformation began earlier with the petrol-powered iCar – which donated its platform to the MiEV – and the low-mission, fuel-sipping Cleartec (from £10,099) version of its under-rated Colt supermini.

While most carmakers tinker with more expensive diesel engines to improve emissions and economy, Mitsubishi is making more of petrol engines, which are lighter and cheaper to fuel.

Admittedly, the Cleartee's Auto Stop & Go system can seem crude compared to rivals, but saves up to 30 per cent of emissions as well as improving economy by stopping and then restarting automatically when the car is stuck in traffic or at lights.

The Cleartec is cheap to buy and run too and a midlife makeover boosted the Colt range appeal; it gained the smart jet fighter' nose from the Mitsubishi Lancer, while still allowing choice between a sporty three-door

ROAD TEST

MITSUBISHI COLT CLEARTEC

BY STEVE LOADER

STAR QUALITY

Driving appeal	****
Image	****
Space	****
Value	****
Running costs	****
Reliability	****
Green rating	****

or a more upright five-door mini-MPV.

The latter in 94bhp 1.3 CZ2 Cleartec form is our test car and looks great value at £10,599.

In addition to keen pricing and Auto Stop & Go savings, you also gain economy and reduced emissions from low rolling resistance tyres, a higher top gear, improved alternator and lower viscosity oil.

These add up to just 119g/km of CO2 emissions or the lowest payable road tax band (£30/year) and average mpg in the mid-50s for the Cleartec.

You don't feel compromised by the eco features either; the Cleartec accelerates faster than its conventional sister model, no doubt helped by the narrower and harder tyres, and the car handles tidily on a windy road.

Mind you, acting the fool in this eco-friendly car exposes the Colt's slightly jittery ride, but this is a rare complaint. The car is more refined and quieter than before too, after intensive sound absorption work.

The revamp has cost some versatility after replacement of the folding/removable rear seats by a conventional fixed/fold flat arrangement, but this delivers more boot space without compromising head and leg room.





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095 Twir	9 Astra 1 Top 1.8 2dr	now £1	119 °	95
	AGILA SELEC	TION	was	now
0909	AGILA 1.3 DESIG Atlantis Blue, 9,350		£8995	£8695
	CORSA SELEC	TION	was	now
07 57	CORSA 1.2 SXI A Star Silver, 9,635 n		£6795	£6,500
07 57	CORSA 1.6 VXR 3 Arden Blue, 23,50		£9995	£9635
0808	CORSA 1.2 BREE Silver Lightning, 16		£7495	£6995
0808	CORSA 1.3 CDTI B Flame Red, 41,275	miles	£7295	£6995
0808	CORSA 1.3 CDTI E		C7/.0E	£7150

07 57	CORSA 1.2 SXI A/C 3DR.		
0, 3,	Star Silver, 9,635 miles	£6795	£6,500
07 57	CORSA 1.6 VXR 3DR.		
	Arden Blue, 23,500 miles	£9995	£9635
0808	CORSA 1.2 BREEZE PLUS 3DR,		
	Silver Lightning, 16,900 miles	£7495	£6995
0808			
	Flame Red, 41,275 miles	£7295	£6995
0808			
	Flame Red, 16,355 miles	£7495	£7150
0858	CORSA 1.3 CDTI SXI A/C5DR,		
	Silver Lightning, 16,300 miles	£7495	£7275
0959	CORSA 1.0 ACTIVE 3DR,		
	Flame Red, 4,000 miles	£7995	£7795
0959			
	Star Silver, 7,180 miles	£8995	£7995
10 59	CORSA 1.3 CDTI ACTIVE 3DR,		
	Star Silver, 7,750 miles	£9495	£9250
1010	CORSA 1.2 ENERGY 3DR,		
	Silver Lightning, 2,045 miles	£8995	£8750
1010	CORSA 1.3 CDTI ENERGY 3DR,		
	Glacier White, 2,800 miles	£10995	£10395
1010	CORSA12 ENERGY 5DR,		
	Metro Blue, 2,925 miles	£9995	£9495
1010	CORSA1.4 SE 5DR,		
	Roach Groon 4.7/0 miles	£10995	C10/.0E



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	ASTRA SELECTION	was	now
06 06	ASTRA 1.6 ACTIVE EST 5DR, Silver Lightning, 18,950 miles	£5995	£5700
06 06	ASTRA 1.6 ACTIVE 5DR, Ultra Blue, 37,000 miles	£5995	£5495
0656	ASTRA 1.6 SXI 5DR, Metro Blue, 25,000 miles	£6795	£6495
	ASTRA 1.4 BREEZE 5DR, Ultra Blue, 34,850 miles	£6995	£6695
08 08	ASTRA 1.8 SRI X PACK 5DR, Silver Lightning, 15,870 miles	£8495	£799
08 09	ASTRA 1.4 SXI SPORTS HATCH 3DR, Red, 16,810 miles	£8995	£8695
09 59	ASTRA 1.8 SPORTS TWIN TOP 2DR, Air Blue, 3,320 miles	£14995	£11995
09 59	ASTRA 1.4 ACTIVE SPORTS HATCH 3DR, Sovereign Silver,		
	8,040 miles	£9995	£9600
10 59	ASTRA 2.0 VXR 3DR, Arden Blue, 5,660 miles	£16995	£1599
1010	ASTRA 1/8 SRI X PACK 3DR, Black Sapphire, 3,490 miles	£13995	£11995
1010	ASTRA 2.0 SRI CDTI 5DR, Black Sapphire, 3,330 miles	£18995	£17995
1010	NEW ASTRA 1.7 CDTI SRI 5DR, Power Red, 4,880 miles	£15995	£14995
1010	ASTRA 1.6 EXCLUSIVE AUTO 50	DR,	



	(5 a		\$
	4	0	Red, Deliv	ery Miles
	10 Ce	60 Corsa lebrity 1.2 3dr 🗜	94	95
		ASTRA SELECTION	was	now
)	1010	NEW ASTRA 1.6 EXCLUSIVE 50 Black Sapphire, 2,210 miles	R, £13995	£11975
;	1010	ASTRA 1.6 EXCLUSIVE 5DR, Sovereign Silver; DEL miles,	£14995	£13495
		MERIVA SELECTION	was	now
,	06 06	MERIVA 1.4 DESIGN 5DR, Silver Lightning, 43,700 miles MERIVA 1.4 ENERGY 5DR.	£5575	£5395
1	0/ 5/	Star Silver, 31,100 miles	£6495	£6250
5	0858	MERIVA 1.8 DESIGN X PACK 5DR, Air Blue, 7,600 miles	£8795	£8495
5		ZAFIRA SELECTION	was	now
;	0959	Ultra Blue, 5,670 miles	£13495	£11995
1	0959	ZAFIRA 1.9 CDTI DESIGN 5DR, Panacotta, 5,675 miles	£17495	£13995
	1010	ZAFIRA 1.8 ENERGY 5DR, Sovereign Silver, 1,570 miles	£13995	£12995
	1010	ZAFIRA 1.8 ENERGY 5DR, Black Sapphire, 4,325 miles	£13995	£12995
•		INSIGNIA SELECTION	was	now
;	0909	PLUS PACK 5DR.		
;	1010	Sovereign Silver, 11,400 miles INSIGNIA 2.0 CDTI EXCLUSIVE	£11495	£10995
,	1010	Star Silver, 6,395 miles	£15495	£14995
•		VECTRA SELECTION	was	now
5	0858	VECTRA 2.2 DESIGN 5DR, Ultra Blue, 20,345 miles	£7995	£7600

















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Renault Clio 1.4 Dynamique 5-door Hatchback in Mercury

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Skoda Roomster 2 1.4 5-door Hatchback in Deep Sea Blue.

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Tonic Blue. 17,500 miles.

Renault Scenic 1.6 Dynamique 5-door Hatchback Automatic in Pearl Black. 35,800 miles.

£5,995

Ford Ka 1.3 Zetec Climate 3-door Hatchback in Ocean Blue. 26.500 miles.

Proton Gen-2 1.6 GL5 5-door Hatchback in Passion Blue.

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05 Plate. Skoda Octavia 2.0 TDI PD Ambiente 5-Dr Hatchback

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Finished in Grey Metallic with a Black Cloth interiorGrey Metallic, 10,700 miles. £8,995 interior

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10 Plate. Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Grey Cloth interior, 9,500 miles. £6,995

58 Plate. Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,495

57 Plate. Skoda Fabia 1.2 HTP Classic 5-Dr Estate

Finished in Graphite Grey Metallic with a Black Cloth interior, 39,500 miles, £5,995

53 Plate. Skoda Fabia 1.2 Comfort 5-Dr Hatchback

Finished in Red Metallic with a Black Cloth interior, 49,488 miles, £3,495

Other Makes

59 Plate. SEAT Leon 1.9 TDi S Emocion 5-Door Hatchback

Finished in Red Metallic with a Black Cloth interior, 11,300 miles. £11,995

58 Plate. Fiat 500 1.3 MultiJet Sport 3-Door Hatchback

Finished in Pasodoble Red with a Grey Velour - Leather interior, 27,100 miles. £9,795

51 Plate. BMW 3 Series 2.5 325Ci 2-Dr Convertible

Finished in Titanium Silver Metallic with a Grey Leather interior, 44,300 miles. £8,995

55 Plate. Peugeot 407 SW 2.0 HDi 136 SE (Luxury)

Finished in Silver Metallic with a Black Leather interior, 44,500 miles. £7,995

06 Plate. Toyota Yaris 1.3 VVT-i T3 5-Dr

Finished in Eclipse Black Metallic with a Black Cloth interior, 32.500 miles. £5.995

08 Plate. Mitsubishi Lancer 1.6 Equippe 4-Door

Finished in Gunmetal Grey Metallic with a Black Cloth interior, 21,800 miles. £5,995

56 Plate. Honda Jazz 1.4i-DSI SE 5-Door Hatchback

Finished in Ice Blue Metallic with a Black Cloth interior, 21,135 miles. £5,795

06 Plate. Fiat Punto 1.2 Active 5-Door Hatchback

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is still applicable and will be shown on the customer invoice. Offers may be varied or withdrawn at anytime. Prices and specifications are accurate at time of print. Model shown varies from UK specification. Official fuel consumption in mpg (litres/100km) for the Škoda range: Urban 19.6 (14.4) – 68.9 (4.1), Extra Urban 36.2 (7.8) – 94.2 (3.0), Combined 27.7 (10.2) – 83.1 (3.4). CO2 emissions for the Škoda range 237

ALFA ROMEO

147, TS LUSSO, 2002, abs brakes alloy wheels cruise control electric windows immobiliser power steering iridescent nuvola blue, 40000 miles, £2500, Ramsgate, 0844 856 4496

147, TS TURISMO, 2008, abs brakes air conditioning alarm fitted alloy wheels of player central locking climate control curtain airbags remote central locking isoffix child seat points rear headrests 3x3 point rear seat belts heated door mirrors space saver spare wheel, red, 14500 miles, £5030, Ramsgate, 0844 856 4496 (TRADE)

147, TS LUSSO, 2002, abs brakes alloy wheels cruise control electric windows immobiliser power steering iridescent nuvola blue, 40000 miles, £2500, Ashford, 0844 826 5918

- 147, TS TURISMO, 2008, abs brake air conditioning alarm fitted alloy wheels cd player central locking climate control 3x3 point rear sea belts heated door mirrors height ad drivers seat space saver spare wheel red. 14500 miles, £6300, Ashford, 0844 826 5918 (TRADE)
- 147, TS LUSSO, 2002, abs brakes allov wheels cruise control electric windows immobiliser power steering iridescent nuvola blue, 40000 miles, £2500, Canterbury, 0844 856 4494
- 147, TS TURISMO, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking climate control drivers airbag electric windows sports seats trip computer curtain airbags remote central locking isofix child seat points remote audio controls adjustable steering column heated door mirrors red, 14500 miles, £6300, Canterbury, 0844 856

A3, 2.0T FSLS LINE DSG, 2006, abs. brakes alarm fitted alloy wheels drivers airbag rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat space saver spare wheel, grey, 84428 miles £8750, Ashford, 0844 826 5918

A3, 1.6, 2010, abs brakes air conditioning alloy wheels of player electric windows immobiliser metallic paint multiple airbags power steering traction control remote central locking, silver, 8367 miles, £15000, Ramsgate, 0844 856 4496 (TRADE)

A3. 2.0 TDi 170 SE 3dr S Tronio 2006, abs brakes alarm fitted alloy wheels cd player remote central locking heated door mirrors height adj drivers seat, pearl moro blue 24000 miles, £10495, Ashford, 0844 826 5918 (TRADE)

A3. TFSI Black Edition(Plus Motorparks Pack and Del), 2009, abs brakes alarm fitted alloy wheels drivers airbag electric windows immobiliser multiple airbags powe steering single cd player traction 15385 miles, £18000, Ashford, 0844 826 5918 (TRADE)

A3, 2.0 tdi se, 2006, abs brakes air conditioning alarm fitted alloy wheels cd player diesel electric windows immobiliser metallic paint adjustable steering column front armrest body coloured bumpers rear headrests 3x3 point rear seat belts heated door mirrors silver, 59000 miles, £9000 Canterbury, 0844 856 4494 (TRADE)

A3. Sport (Plus Motorparks Pack and Delivery), 2003, abs brakes alloy wheels drivers airbag electric windows immobiliser power steering single cd player, silver, 68000 miles 00, Canterbury, 0844 856 4494

856 4496 (TRADE)

1 SERIES, 120D M Sport 2.0, 2010. abs brakes air conditioning alarm fitted alloy wheels automatic transmission cd player diese coloured bumpers titanium silver, 2539 miles, £23000, Ramsgate, 0844

1 SERIES, 120SPORT, 2005, abs kes air conditioning alloy wheels cd player central locking diesel electric windows full service history half leather trim metallic paint, met blue, 110000 miles, £7000 sgate, 0844 856 4496 (TRADE)

1 SERIES, 118D FS 2.0, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player diesel drivers airbag electric windows front fog lights full service history immobili metallic paint trip computer remote remote audio controls body coloured ers 3x3 point rear seat belts height adj drivers seat, titanium silver, 15629 miles, £12000, Ramsgate, 0844 856 4496 (TRADE)

1 SERIES, 116i SE, 2005, abs brakes air conditioning alloy wheels cd player electric windows immobiliser metallic paint multiple airbags power steering f deactivation switch remote central locking isofix child seat points adjustable steering column 3x3 point rear seat belts height adj drivers seat, grey, 59000 miles, £7000, Ramsgate, grey, 59000 nilles, 27000 0844 856 4496 (TRADE)

1 SERIES, 116i SPORT, 2006, abs brakes alloy wheels cd player electric windows front fog lights immobiliser metallic paint power steering remote central locking remote audio controls, blue. 24123 miles, £9000, Ramsgate 0844 856 4496 (TRADE)

1 SERIES, 120d Sport, 2006, abs brakes alloy wheels drivers airbag electric windows immobiliser multi airbags power steering single cd player traction control front parking sensors, black, 44450 miles, £11000, Ashford, 0844 826 5918 (TRADE)

1 SERIES, SE STEP AUTO, 2005, abs brakes air conditioning alloy wheels automatic transmission diesel electric windows power steering, solid japan red, 46400 miles, £8200, Ashford, 0844 826 5918 (TRADE)

1 SERIES, 320 SE, 2006, abs brakes alarm fitted alloy wheels cd player central locking climate control diesel drivers airbag electric windows full service history immobiliser power steering, black, 62000 miles, £8500, Ashford, 0844 826 5918 (TRAD

1 SERIES, 120SPORT, 2005, abs brakes air conditioning alloy wheels cd player central locking diesel electric windows full service history half leather trim metallic paint, met blue, 110000 miles, £7000, Ashford, 0844 826 5918 (TRADE)

1 SERIES, 118 SE 5 DOOR, 2008, abs brakes air conditioning alarm fitted alloy wheels bluebooth car kit od player central locking climate control electric windows front fog lights metallic paint multiple airbags power steering sports seats tinted lights metallic, 28621 miles, £10500, Ashford, 0844 926, 5019 CTADDS. 826 5918 (TRADE)

1 SERIES, 116i ES (6), 2006, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows power steering, grey, 27599 miles £10500, Ashford, 0844 826 5918

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C1. 1.0i VT 3dr Hatch, gl10awf, pas. abs, radio/cd, passenger airbag, steering wheel rake adjustment, drivers airbag, front head restraints, cloth seat trim, full size spare wheel, steel wheels, rear wiper, red, 480 miles, £5995, Tunbridge Wells, 01892 549766 (TRADE)

C1, 1.0i Splash 5dr Hatch Special Edition, gk60tnf, pas, abs, air conditioning, remote central locking, front electric windows, radio/cd, passenger airbag, steering wheel passenger arroag, steering wheel rake adjustment, drivers airbag, full size spare wheel, steel wheels, cloth seat trim, rear wiper, front head restraints, blue, 10 miles, £7345, Tunbridge Wells, 01892 549766 (TRADE)

C1, 1.0i Splash 3dr Hatch Special Edition, gl60wu, pas, abs, air conditioning, remote central locking, front electric windows, radio/od, passenger airbag, steering wheel rake adjustment, drivers airbag, full size spare wheel, steel wheels, cloth seat trim, rear wiper, front head restraints, blue, 10 miles, £6995, Tunbridge Wells, 01892 549766 (TRADE)

C1, 1.4, 2008, cd player drivers airbag, red, 55 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)

C1. 1.4. 2008 silver 50 miles 1990, Ramsgate, 0844 856 4496 TRADE

C1, VT (Price plus charges for paint and delivery), 2010, grey, 6 miles, £6413, Ramsgate, 0844 856 4496 (TRADE)

C1. Vibe. 2006, abs brakes central locking drivers airbag immobiliser multiple airbags power steering single cd player, blue, 42411 n £4000, Ramsgate, 0844 856 4496

C1, VT (Price plus charges for paint and delivery), 2010, cd player drivers airbag power steering, green, 6 miles, £6413, Ramsgate, 0844 856 4496

C1, 1.4 HDI Rhythm, 2009, abs paint multiple airbags power steering front passenger air bag deactivation switch remote central locking isofix child seat points space saver spare wheel, silver, 2000 miles, £7500, Ramsgate, 0844 856 4496 (TRADE)

BRAVO. T-Jet Active. 2010. abs brakes alarm fitted cd player central locking drivers airbag electric windows immobiliser multiple airbags power steering, silver, 2772 miles, £9000, Ramsgate, 0844 856 4496

BRAVO, T-Jet Sport, 2009, abs brakes air conditioning alloy wheels cd player central locking drivers airbag electric windows immobiliser multiple airbags power steering reverse parking aid, blue, 14475 miles, £7500, Ramsgate, 0844 856 4496 (TRADE)

BRAVO, T-Jet Dynamic, 2009, abs brakes alloy wheels of player central locking climate control drivers airbag electric windows immobiliser multiple airbags power steering, grey, 7000 miles, £7500, Ramsgate, 0844 856 4496 (TRADE)

BRAVO, Multijet Dynamic Eco, 2010, abs brakes alloy wheels cd player central locking cruise control drivers airbag electric windows immobiliser multiple airbags power steering, grey, 385 milles, 213000, Ramsgate, 0844 856

RRAVO 1 4 T.let 150 Active 2007 BRAVO, 1.4 TJet 150 Active, 2007, abs brakes air conditioning cd player central locking electric windows immobiliser metallic paint multiple airbags trip computer deactivation switch remote central locking isofix child seat points remote audio controls black 23562 mi £6500, Ramsgate, 0844 856 4496

BRAVO. 1.4 T-Jet Active 5dr Hatch pas, abs, remote central locking, front electric windows, front fog lights, trip computer, side airbags, electricdoor mirrors, steering wheel reach adjustment, drivers airbag, rear headrests, front head restraints, cloth seat trim, folding rear seats, body coloured bumpers, space saver spare wheel, isofix child seat anchor points 3x3 point rear seat belts, immobilise height adjustable drivers seat, grey metallic, 18000 miles, £7495, Tunbridge Wells, 01892 549766 (TRADE)

BRAVO, 1.9 MULTIJET 150 DYNAMIC, 2007, abs brakes air conditioning alloy wheels bluetooth car kit cd player diesel electric windows immobiliser metallic paint powe steering tonneau cover remote central locking remote audio controls body coloured bumpers height adj drivers seat, blue, 39131 miles, £7000, Ramsgate, 0844 856 4496 (TRADE)

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2004 04 Reg SAAB 9-3 1.8T Vector, 4 Doors, Manual, Saloon, Petrol, 47,889 miles, Metallic silver, 2 Owners, Tull'Service History, Air conditioning, Full Electro Reck, soluti if can steering wheel, ABS, Alloy whicks, Chur co run Radii CD, tear headrests, Traction control, boor, red in ters, if yer airbag, Front fog lights, Remote control, book steering wheel, rake adjustment, Staering wheel reach airlines to the control (Light seat time). Steering wheel reach adjustment, Trip computer, Cloth seat trim, Leather seat trim £4.995

2003 53 Reg SAAB 9-3 2.0T Aero, 4 Doors, Manual, Saloon, Petrol, 121,170 miles, Metallic Black, 3 Owners. Sat Nav. Bluetooth Handsfree Leather seat trim, Heated door mirrors, RadiolyCD, Rear headrests, Steering wheel reach adjustment, Cruise control, Folding rear seats, Steering wheel rake adjustment, Alloy wheels, Service indicator, Immobiliser, Foglights, Side airbags, Front electric windows, Electric door mirrors, Rear electric windows, Audio remote control, ABS, Cloth seat trim, Isofix child seat anchor points, Front

2001 Y Reg SAAB 9-5 2.0T SE, 4 Doors, Automatic, Saloon, Petrol 102 941 miles Metallic silver grey 4 Owners Heated door Petrol, 102,941 miles, Metallic silver grey, 4 Owners. Heated door mirrors, ABS, Radio/CD, Rear headrests, Cruise control, Folding rear seats. Alloy wheels, Immobiliser, Side airbags, Leather upholstery Front electric windows, Electric door mirrors, Rear electric windows, Audio remote control, Front head restraints, Front fog lights, Passenger airbag, Remote central locking, Drivers airbag, Trip computer, Leather seat trim, Air conditioning, Alarm, Central locking, Front armrest, Child locks, Headlight washers, Rear armrest, Radio/Cassette, Traction control, Body coloured bumpers, PAS, Climate Control, Service indicator, Electric mirrors £2,495 Remote locking

2000 W Reg SAAB 9-3 2.0T, 5 Doors, Manual, Hatchback, Petrol, 70,471 miles, Metallic RED, 2 Owners. Rear wiper, Heated door mirrors, Drivers airbag, Central locking, Folding rear seats, Trip computer, Passenger airbag, Steering wheel reach adjustment, 3x3 point rear seat belts, Cloth upholstery, Part Service History, Child locks, CD, Immobiliser, Side airbags, Front electric windows, Electric door mirrors, Rear electric windows, ABS, Headlight washers, Body coloured bumpers, PAS, Rear armrest, Radio/Cassette, Front head restraints, Air conditioning, Radio, Service indicator. Insurance

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05 05 Renault Megane Dynamique Dci 120

1870cc, Manual, Diesel, 4 Door Saloon, Green, Black Cloth Interior, 2 Owners, 27,120 miles, SH, Key Card Start Up, Alloys, Air-Con, E/M, Alarm, CD £4,795



03 03 Ford Streetka 8v Luxury Convertible

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07 07 Fiat Panda Dynamic

1242cc, Manual, Petrol, 5 Door Hatchback, Black, Black/Orange Cloth Interior, 1 Owner, 23,978 miles, Service History, Central Locking, Electric Mirrors, CD £4,175



01 51 MG MGF 1.8 Freestyle

1796cc, Manual, Petrol, 2 Door Convertible, Metallic Black, Black Leather Interior, 45,688 Miles, SH, Alloys

E/W, C/L, Alarm, CD

£2.995

05 55 Citroen C4 Sx 16v Auto

1587cc, Auto, Petrol, 5 Door Hatchback, Aluminium/ silver, Grey Cloth Interior, 2 Owners, 35,357 miles, SH, Alloys, Air-Con, Front Fog Lights, Digital Display, CD £3,995



96 P Saab 900 Se Turbo Convertible

1985cc, Manual, Petrol, 2 Door Convertible, White, Black Leather Interior, 2 Owners, ONLY 50,128 MILES, SH, Alloys, C/L, Alarm



03 03Fiat Punto Active Sport

1242cc, Manual, Petrol, 3 Door Hatchback, Grey, Dark Grey Sport Cloth Interior, 2 Owners, 84,800 miles, FSH, Alloys, C/L, E/W, Front Fog Lights, CD £2,495



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PROPERTY NEWS

Winter brings call to go online to cut bills

HOMEOWNERS using online energy plans are paying £140 a year less on average for heating and hot water and £229 less on total bills than customers on standard tariffs, according to new research by uSwitch.com

The news comes as UK families face higher energy prices and one of the coldest winters in a century, with each cold snap adding about £7 a week on to fuel hills

However, while the typical household now faces an annual energy bill of £1,239 a year – up 3.8 per cent from September 2010 – online customers are typically paying £229 a year less for their total energy bills.

Tom Lyon, energy expert at uSwitch.com, said: "When winter fuel bills start to hit doormats consumers could be in for a nasty shock. They will be facing the combined impact of winter price rises along with a potential £7 a week additional cost caused by severe cold weather.

"The concern is that many will react by cutting down on heating and hot water, whereas they could cut the cost of these essentials by £140 a year by moving online."

Mr Lyon added that online energy plans are "consistently the most competitive" on the market.

Owners 'improving homes for the future'

DIY HOME improvements among Britain's property owners are fast approaching an all-time high, one expert has said

Anna-Marie DeSouza, editor of Build It Magazine, said new DIY books, TV shows and celebrities had helped make renovations and interior design more fashionable and accessible.

"Now more than ever before, people are enjoying spending their time and money improving their home," she said.

Meanwhile, a recent HSBC survey revealed that Brits are now more likely to 'make do and mend' than they were 12 months ago.

According to the research, 50 per cent of homeowners would seek a repair estimate on a broken household appliance, rather than splashing out on a replacement.

Ms DeSouza added that UK households are currently "investing in their homes" in an effort to "future-proof" their property for years to come.



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Buyers' confidence low as uncertainty continues

BY NICK AMES

A SURVEY of 5,287 homeowners by online property website Zoopla.co.uk has revealed housing market confidence is at a two-year low.

Despite this, more than half – 54 per cent – of those questioned said they expect house prices to rise over the first six months of 2011. But this is down from the 81 per cent report-

ed this time last year.

The website's housing market sentiment survey found that the number of homeowners who expect property prices to fall over the sixmonth period is currently at one in three, up from one in four last quarter.

Meanwhile, those surveyed expect house prices to grow by 1.9 per cent over the sixmonth period, down from an expected three per cent rise three months ago.

Many experts have predicted that the housing market will remain subdued in 2011, due to uncertainty surrounding the economy and the ongoing mortgage rationing by lenders.

The recent weather has also been bad news for the market.

December's heavy snowfall had a negative impact on many companies and housebuilder Persimmon was no exception.

The housebuilder, which is the UK's second largest by market value, said sales activity fell by 50 per cent in December, but said it had seen an encouraging start to the year.

The company reported a considerable increase in underlying profits for 2010, after turnover rose by 10 per cent to £1.57 billion.

Furthermore, completions were up to 9,384 in 2010 – compared with 8,976 the previous year.

Commenting, the company said: "It is too early in the New Year to assess the likely outcome of the forthcoming spring sales season.

"However, we believe that prospective purchasers who may have postponed visits to our



developments due to the harsh weather conditions prior to the year-end, will return during the coming weeks."

In related news, the Halifax revealed UK house prices fell by 1.3 per cent last month compared with November.

The latest house price fall takes the average cost of a UK home to £162,435, the Halifax said

According to the lender, which is part of the Lloyds Banking Group, house prices are now 1.6 per cent lower than a year ago.

Parents can borrow to help kids move out

HOUSEBUILDER Barratt is aiming to help kick-start the housing market by launching a scheme that allows parents to borrow money to get their children on to the property ladder. The initiative with Hitachi Capital (UK)

The initiative with Hitachi Capital (UK) PLC is designed to tackle the problems faced by young people who cannot secure mortgages without massive deposits.

The company announced the planned scheme in a trading update that showed its

average selling prices jumped by about six per cent to around £176,000 from July to December last year.

It completed 4,832 sales, down from 5,053 in the same period a year earlier, with almost three in 10 sales using shared equity schemes such as the Government's HomeBuy Direct initiative.

Barratt expects sales to be about £875m for the six months, slightly up on last year's $\pounds 872.4 \mathrm{m},$ but its operating margin has doubled to five per cent.

Chief executive Mark Clare said: "The group has delivered a significant improvement in both average selling prices and operating margin, even though sales volumes have been affected by difficult trading conditions.

"We are on course to make further progress as we open new higher margin sites and continue to be value and quality-focused."

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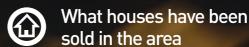
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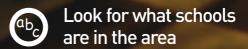


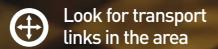
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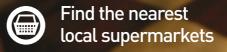
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CLOSING DATE: 12pm noon on Friday 21 January 2011

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The College is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Any offer of employment is subject to a Criminal Records Bureau check in accordance with the College procedure.

Application forms and further details are available from **www.midkent.ac.uk**. Alternatively, please e-mail **job.applications@midkent.ac.uk**. For individuals without access to e-mail or the internet please call the HR department on 01634 383102 (24 hour answer machine). In all communication with the College please quote the appropriate job title and reference number.

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Media experience is not essential as full training will be given.

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An application has been made to Kent County Council to grant a renewal of an approval for the following premises to act as a venue for the solemnisation of civil marriages and civil partnerships:-

Name of Premises: Court Stairs Manor, Pegwell Bay, Ramsgate
Applicant: Mrs Julie Elder

The application and plan of the premises may be inspected at the address below during normal office hours. Any person may give notice in writing of an objection to the renewal of the grant of approval, together with the reasons, within 21 days from the date of this newspaper. Objections should be sent to the address below.

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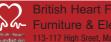
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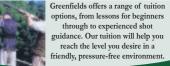


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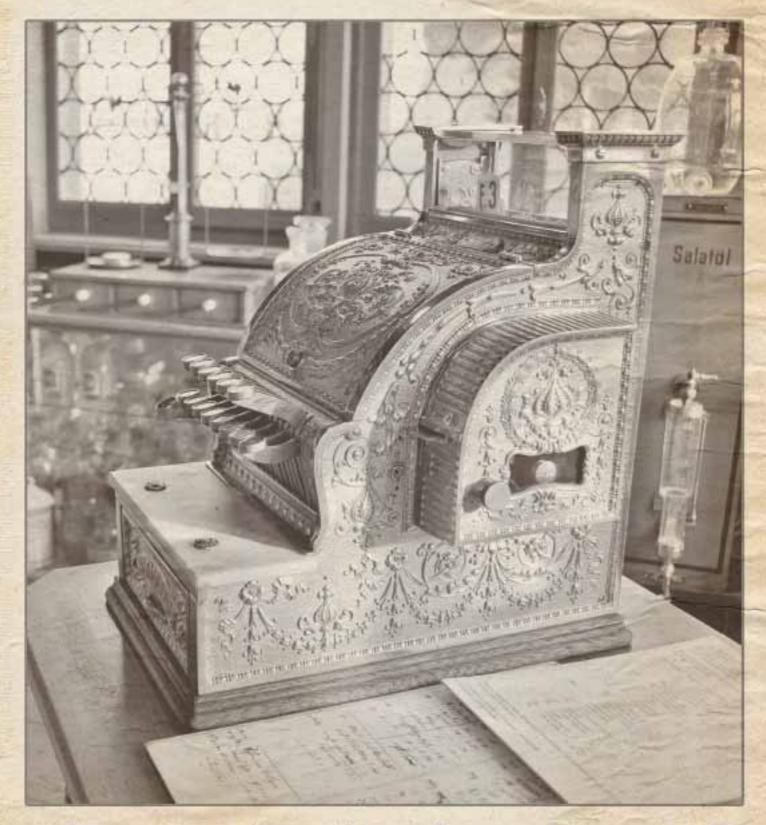




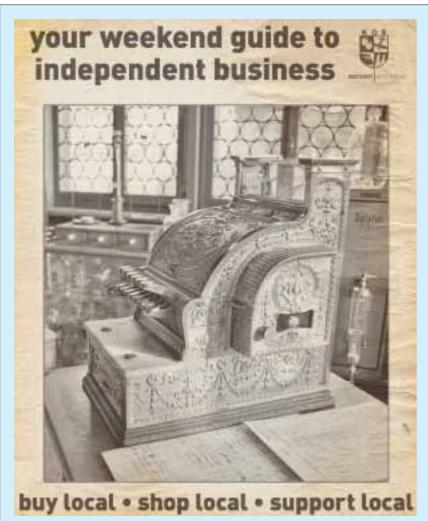
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Why the independent trader is more important than ever

THIS is our fourth supplement celebrating some local success stories and finding out what's in it for you, our readers.

We discover that independent stores really do offer an alternative to the chainstores that dominate our town centres, offering you an alternative and more varied way to spend your hard-earned money.

Equally, we hope this supplement will inspire some of you to take the plunge and have a go at being independent yourself,

recognising the customer benefits that that can bring.

So this is a small glimpse into the world of the independent trader, often operating locally, and offering a unique service.

We live in difficult times financially, but there is no doubt

that those who are successful recognise the importance of great customer service.. and that's where you can reap rewards.



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Garage service which sets standard



BY THE INSPIRATIONIST

LET'S get real. The internet is fantastic. It means we're all connected; at least that's the

For example: Did you know YouTube now has more viewers than regular television?

So-in theory – that means we can all have the benefits of TV advertising at virtually no cost. Website home pages without video are so 20th century.

All we have to do is shoot a short video, upload it to YouTube and we're away: right?

Well, not quite. While it's true that search engines love video and that Google and YouTube are the most powerful search engines, but the internet is just another medium.

In the same way you can buy advertising space in print, radio or TV and run a terrible advert that achieves nothing, so can you create a terrible video, put it up on YouTube and your website and lose customers or still have people visit your site and ignore you.

But what if there was a way to create a captivating, compelling video that got viewers really interested in you and your products or services because it was you there 'in person', winning over your audience?

Let me ask you a question: Would it be useful to know what it is about you that makes people warm to you; want to do business with you; remember you and talk about you to others in glowing terms? You bet it would. And if you're an avid networker, chances are you already know some of that already.

When commercial radio came to Kent in 1984, my company was out there writing and making the commercials. I clearly remember just how excited business owners in Kent were

Is your personality YouTube-ready?

about this new medium for advertising. But the same problem existed then as exists now: without great ads, your campaign just wouldn't attract the attention of your audience.

The problem at that time was the quality of the ads. No one in the county had any experience of commercial radio, so we all had to learn from scratch. And whilst initial curiosity got people tuning in, if what they heard wasn't interesting, people would switch off. So one way of solving the problem then was by creating ads that got noticed, which is precisely what our company did.

What will work today if we want to advertise on YouTube? Well, virtually the same thing, although now, we are a much more sophisticated audience. We all speak media-ese. We see with our media-eyes and listen with our media-ears.

So we will have to raise our game if we are to win new audiences and new customers.

Selling

We need to be even more understanding of the psychology of selling, the why of how to influence and persuade. We need to learn and understand the difference between interruption marketing and permission marketing and integrate the two.

The good news is that we now agree people buy from people, so we can forget hard sell. It's more about permission marketing, which means more gradually building up the trust, credibility, value and desirability of our service or products. And the best way to do that is to sell ourselves first.

After all, you only have to look at Richard Branson to realise that if the person behind the business is well-known, liked and trusted, selling the products becomes so much easier, even when – if you consider what Branson does – you change your business from music to airlines, or from mobile phones to credit cards. Your personality branding is the thing people remember and feel warm and friendly towards.

The same applies online. The growing number

of small business owners who have a great online presence, many of whom are working from home and combining family life with their online business, means it has to be a crucial opportunity for anyone wanting to grow their business.

So, if you have the urge to promote yourself as 'the face of your business', here's a quick check list of the top three fatal mistakes to avoid:

The biggest single mistake I see businesses making online is to buy the most effective search engine optimisation or Google Ad Words before optimising the landing content. Whether the content your visitors land on is text, pictures, audio or video, it must be compelling. You've got just three seconds to stop them in their tracks or you've lost them and wasted the money you've spent on getting them to look at you.

It's a big mistake to be anonymous. My advice is for your name, and your picture, but ideally, your video to be there on your home page.

And when you send out 'company' emails, make sure they're from you, even if you're part of a larger firm, because it's you that I have a personal relationship with, not the company.

Consider this: you search for an osteopath and you browse two different sites as a result of your Google search. One site has Larry on video welcoming you in a friendly manner, sounding experienced, looking professional, and offering what looks like a great service in nice surroundings. The other site has just text; no picture; no video. Which are you more likely to

Mistake number three is to create a website that tries to sell your product or service (with the exception of online retailers, like Amazon, etc.). If you consider that what you sell is a personal service, then sell the value of an on-going relationship with you and nothing else. In Seth Godin's Permission Marketing (the bible for internet marketing) the single most important sentence he writes is: "Your website should be 100

per cent focused on signing up strangers to give you permission to market to them."

• For free advice about personality branding, YouTube, interruption marketing and permission marketing, or for information about our unique personality development programme – designed to make you shine online, on YouTube, and on your website, email qi@theinspirationist.com, or visit www.theinspirationist.com. Plus, for some free videos on how to present yourself better online and offline, visit our YouTube channel quitestunning.



See more from QJ in some of his inspirational videos on YouTube



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Nothing beats face-to-face advice from someone you're able to trust

FINDING financial advice in this day and age is easy. From High Street building society posters to radio phone-ins, from newspaper pundits to online experts there is no shortage of the stuff.

Online may be easy and call centres can be quick (if you can get through), but nothing beats sitting down for a face-to-face chat with an expert you know you can trust and who will take the time to find out what you need and then help you find it.

Local advice, backed up by 30 years' experience, is on offer in Ashford from Simon Webster and his team at Facts & Figures Financial Planners, now based in new head-quarters in Church Road, Ashford.

"There are so many different investment, savings and pension products out there that it is virtually impossible to recommend something without understanding the needs of the person sitting in front of you," said Simon.

person sitting in front of you," said Simon.

"There is a great deal of difference, for instance, between advising someone who is looking for a long-term return and who can live with short term fluctuations and finding the right product for someone who may need their money back in a year's time and can't take any risks.

"Because everyone is different, we are committed to getting the best deal for every customer, whether that's in terms of a cheaper mortgage, a better pension, the right investment income or sound advice on reducing their liability to inheritance tax."

As well as being regulated by the Financial Services Authority, Facts & Figures is one of just three per cent of independent financial advisers that can describe themselves as 'chartered financial planners', an accolade of which Simon is understandably proud.



TEAM WORK: Staff at Facts & Figures Financial Planning with Minister for Immmigration and Ashford MP Damian Green

Facts & Figures is very much a family business, with Simon's wife Pam playing a major role. The firm now employs nine people and was set up 17 years ago, although Simon has spent more than 30 years advising clients.

As well as independent financial and mortgage advice, Facts & Figures can advise companies on employee benefits as well as group life and pension schemes. The firm also offers advice on inheritance tax, life and critical illness insurance, health and private medical insurance and retirement planning.

At the start of a new decade Simon offered three pieces of advice to readers: "Make sure you set yourself a household budget and stick to it, ask for independent advice on finding a better mortgage deal than your current offer and make sure you are getting the right advice on your pension.

on your pension.

"With building society interest rates now hardly keeping pace with inflation, it's worth bearing in mind that the stock market climbed by about 25 per cent last year, which means there could be better long-term investment opportunities out there."

• Contact Simon by emailing sw@fffp.co.uk or calling 01233 813313.

Why local reaps

Nick Ames explains why despite a revolution in how people spend their money online sometimes across half the world, there are still enormous social and economic benefits from spending your money closer to home

IN THE years before long distance and high-speed transportation and advanced communication technologies, almost all business exchanges took place in the nearby community.

Food was grown or produced in the area where the shop which sold it was situated and working with local businesses was a matter of convenience and even necessity.

Today, with global trade dominated by multinational corporations, it has actually become more convenient for most of us to purchase goods produced far from our homes, as the wide range of products in supermarkets shows.

Prices are competitive and what is on offer is all under one roof.

But there are many modern reasons to use local businesses as well, ranging from building community to keeping capital within local economies.

Using local businesses creates a relationship between neighbours and helps to build our communities.



The people who live and work in an immediate area share common ambitions and interests, such as keeping neighbourhoods safe and clean. They rely on each other in emergencies, and see each other on the street and at the store.

By supporting businesses owned and run by people within a community, people create an extra layer of interdependence, and make daily relationships deeper and more meaningful

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If a customer buys a substandard product from a business halfway around the world, they can be sure that the company doesn't genuinely care about whether it meets their needs, although they may follow good business practices and take responsibility for its malfunction.

But if shoppers buy something from their neighbour they're more likely to be accountable because they are in regular contact.

Also word gets around - if someone is

unhappy with a purchase they are sure to tell friends. So stores have to keep standards up to stop business falling off.

By using local products, people contribute to building local economies.

Money spent at a chain store means the profit from that transaction goes to a company at some distant location.

But when supporting local businesses, the proprietors are more likely to spend the money they make from purchase at another local business. In this way our money remains within our communities, building a an economy that enriches everyone involved.

Shoppers buying from stores which in turn bring in goods from local manufacturers, producers or farmers means everyone benefits.

By using using local businesses the environment is helped as well.

Products that have been produced at distant locations need to be transported to stores. The environmental cost of all this shipping and trucking adds up. This is particularly true with fruits and vegetables, which, on average, are grown 1,500 miles from the supermarkets that sell them.

In addition to the cost of shipping, the infrastructure of storing and handling fresh produce uses considerable inputs of energy for refrigeration.

The chemical preservatives in many processed food products are also a direct result of a food distribution system that has strayed far from its localised beginnings.

In order to store food for extended periods of time and ship it to distant places, manufacturers need to pump it full of chemicals in order to extend its shelf life.

This is not the case when food produced by local businesses is purchased.

A quarter century of quality

THE boss of an expanding Ashford company will be cutting cake instead of curtain fabric when his team celebrates 25 years in business this month.

Vic King, who heads up Kingfisher Blinds, based in Cradlebridge Drive, set up the blind and curtain concern at the end of 1985 and continues to lead from the front. He does all the measuring for the company's bespoke curtains and blinds and he is happiest when dealing with customers.

Although Kingfisher has built up a loyal following amongst homeowners who visit the Ashford shop, Vic and his team have also supplied blue chip companies, government institutions, universities, small businesses and retailers.

All the company's curtains and blinds are made to measure and the Kingfisher range includes the latest products from around the world.

"I have spent 25 years working with every type of

blind and thrive on solving problems and meeting unusual requests," said Vic. "I have built the company by listening to clients, offering friendly advice and focusing on quality and somice."

on quality and service."

The family-based company includes Vic's wife Marion, who does much of the behind-the-scenes work, and son-in-law Alan, who takes care of the installations.

With expansion very much in Vic's mind he is about to announce the arrival of a new business development manager designed to launch the company into its second quarter century by looking for new opportunities. "At Kingfisher we have no intention of sitting back and waiting for the recession to end," he said. "We are determined to get out there and find new customers and we are confident we have the products that will help us to do so."

Those products include a huge range of curtains, blinds and shutters in every fabric imaginable and with every possible convenience, including automatic operation.

"We are leading the way in Britain with

motorised and solar screen blinds and we know how to use blinds to keep the warmth in or the heat of the sun out, which is one way in which companies can reduce their carbon footprint," said Vic.

"We are working with the Environment Agency in the Carbon Reduction Commitment scheme and we are a member of the British Blind and Shutters Association."

Kingfisher Blinds is also very aware of keeping users safe, and Vic's team automatically fits failsafe devices to new blind installations to protect young children from get-

ting tangled in cords. The simple, low-cost devices can also be retrofitted to existing blinds to provide peace of mind to people who want to keep their children or grand-children safe

"We are committed to making blinds safe for everyone and will happily carry out a free survey of anyone's existing blinds, however old and regardless of who originally installed them," Vic commented.

• For your free survey or to find out more call Vic at Kingfisher Blinds on 01233 642971.



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This expert may even be able to help answer your query for free

THE technological revolution that has changed the world in recent years has been so all-embracing that it is easy to forget there are those for whom logging on, downloading and Googling are not second nature.

It's true that many of those who once used to rely on their children to programme the video recorder now chat online, do their shopping without leaving the house and rattle off half a dozen emails before breakfast, but not all of us are quite so tech-savvy.

However there are still those who feel they have been left behind by a new technology that is putting an increasingly large chunk of the world beyond their reach as everything from their favourite television programme to their local library exhorts them to "go online to find out more".

Many of them will have been bought a computer, perhaps as a Christmas present, by family members who don't have the time or the expertise to explain how the new toy works - and that's where Ashford's Chris Anthony can help.

With 30 years' experience as a technical and network engineer working with companies including Microsoft and Hewlett Packard, Chris knows how computers work - but he also has a rare talent for passing that information on to newcomers.

Chris is happy to supply, install and train anyone of any age in all aspects of computing, but he specialises in what used to be called silver surfers - older users who are increasingly exploring the new horizons that technology can open up to them.

One of his clients, who lives in Eastry, recent-

him because the first one was too slow. No real surprise - except that the customer in ques-

surprise — except
tion is 100 years old.
"There are huge numbers of people out there who would love to explore this new world but who just don't know where to start or who to ask for help," Chris explained. "I can do as much or as little as they need, from solving a one-off problem to installing a suite of programmes or providing training in a particular piece of software."

One of the concerns people have when it comes to asking for advice on anything to do

That's why Chris is upfront about his charges and has been known to deal with simple queries over the phone for free.

"I am interested in helping people who want to learn more about what their computer can do," he said. "I wouldn't charge someone if it took me two minutes to talk them through installing a new programme

because I would much rather they felt they could trust me to show them how to use it properly."

Alongside numerous technical qualifications, Chris has recently completed the Open College Network's mentoring course, which he said gave him useful new insights into communicating effectively with people.

The combination of a relaxed approach,

wide-ranging technical knowledge and a local response to helping those who feel computing has left them behind is set to introduce many more people to the wonders of technology in the coming year.

• Contact Chris Anthony on 07771 812972.

Decorating your ov

Tattooing may draw mixed reactions from people but when it comes to running a business and customer service, understanding the customer and getting it right first time is essential. Jill Hurst spoke with tattoo artist Sooze about her work

A SCULPTOR from Teynham has joined the growing number of painters to diversify into the tattoo industry.

Working under her creative name of Sooze, she has launched Extreme Voltage in London Road, placing her passion for art at the core of the business. She said: "My partner has

run a tattoo business in Sittingbourne for many years and I've spent a lot of time there. I've always had an interest in tattoos but never thought of doing it until he suggested I set up on my own.

"For me the artwork and the quality of the artwork are very important. Tattoos are no longer just about pre-made flash work. People want customised pieces

"So it's essential for people to have a very clear idea of what they want and understanding the artist's style is very important."

Sooze has an extensive portfolio including the work of one of her favourite artists - Gill











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Elvgren, one of the most famous pin-up and glamour artists of the 20th century.

She also specialises in work by fantasy artist Boris Vallejo and art nouveau painter Alphonse Mucha.

Ĝil Elvgren (1914-80) was a classical American illustrator. While his career encompassed many different fields of commercial art his fame is undoubtedly due to a series of pin-ups he painted over a period of 30 years for Brown and Bigelow, calendar publishers of St Paul, Minnesota.

Alphonse Maria Mucha (1860-1939) is most

Alphonse Maria Mucha (1860-1939) is most often remembered for the role he played in shaping the aesthetics of French Art Nouveau.

Born in Lima, Peru, in 1941 Boris Vallejo attended the National School of Fine Arts in his native country before emigrating to the USA in 1964. He has since done a great volume of work for the fantasy field.

While more and more artists are trying their hand at the profession Sooze cautions it's not an easily transferable skill.

"You can have an excellent artist but their skills aren't always translated onto the skin – it's a very different canvas."

Sooze says anyone considering a tattoo should do their homework before rushing in. "Look at the tattooist's work and check out their reputation. Make sure they've been trained under proper supervision.

"You must also make sure they have all the correct health and safety requirements in place, including health and hygiene, sterilisation and the correct equipment."

 Extreme Voltage is a contemporary studio offering a range of modern facilities. It is open Monday to Friday from 11.30am to 6pm and Saturdays from 10.30am to 6pm. Call Sooze on 07786 569752 for more details.



Giving you the skills to go green

A NEW state-of-the-art Green Technologies Centre has been opened by Ableskills Ltd. Just two months old, the centre is already

Just two months old, the centre is already helping to boost emplyment opportunities in the renewable energy sector.

It is part of a joined up approach, working with large companies such as Mitsubishi, Polypipe, Domus and Heating Plumbing Supplies (HPS) to try and encourage growth in the renewable jobs market for the south east.

Customers receive the best training and aftercare to ensure their own success and a positive experience for people installing green technologies on to their properties.

Ableskills Ltd has been trading for several years and has become one of the largest private training companies in the UK, with over 150 people going through different training programmes each week.

This is a real success story for the region and encourages more people to set up business and work to become successful in their own right.

The company has built up a superb reputation for training people in all disciplines of construction, from bricklaying, plastering through to electrics and plumbing and can push green opportunities further with this new centre and an investment approaching £1 million.

Jed Smith, from Ableskills, said: "We are ideally set to increase the skills in the south east, offer a route to employment or business start up and provide specific qualifications across a range of green technologies."

These include solar thermal, heat recovery systems, underfloor heating and rainwater harvesting.

See www.ableskills.co.uk for more details.



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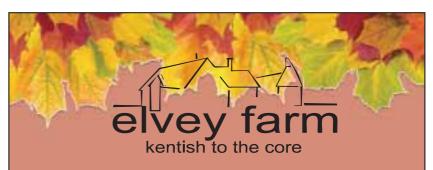


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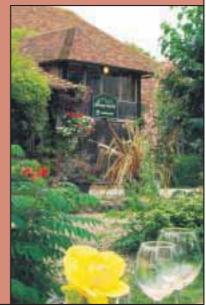


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Tim takes your health to heart when giving advice

FEW people would disagree that health insurance is a good thing; it's deciding where to go for it that can be more difficult.

It's one of those areas where good, local advice from someone who has the backing of a tried and tested organisation can make the difference between getting the cover you know you need and putting it off because you aren't sure who to trust.

Western Provident Association (WPA) is a leading UK health insurance company that is focused on delivering world class private health and dental insurance and has a heritage that goes back more than 100 years. Because the company has no shareholders, any surplus is invested in looking after customers.

Equally importantly, signing up with WPA does not mean talking to a faceless call centre operator or being forced to go online. Local representative Tim Chappell has customers across Kent and is determined to make sure people end up with the right cover for them.

people end up with the right cover for them. "Each of my customers is important to me, not just as a customer but as an individual with particular needs and requirements regarding health care. I won't let anyone sign anything until I know we are providing something that will meet their needs."

It is that extra level of personal attention that makes WPA special, while the fact that there are no shareholders means premiums tend to be lower for similar levels of care.

The industry seems to agree that WPA pro-

vides customer service standards that are second to none, having presented the association with the British Insurance Award for Best Customer Care 2009.

Tim Chappell explained that health insurance was increasingly important at a time when the health service was under pressure, particularly for people who needed to stay

in control of their lives.

"Even in the good times, the priority for the NHS is to treat as many people as possible, as quickly as possible, and that depends on fitting the patients into the system, not the other way round," he said.

WPA offers a range of different products that can replace or top up NHS care — WPA can even pay for NHS car parking — which makes it even more vital that someone with Tim's knowledge and experience is on hand to help "Health care is not an easy thing to

organise and it takes time and experience to get to grips with what a new customer needs, how much they are prepared to pay and generally what kind of policy would suit their lifestyle best," explained Tim.

"There are plenty of companies that are just interested in making the sale, but as a local representative I take pride in talking to customers, spending time with them and making sure that they end up with the policy that suits their needs.

"I think that's what makes WPA different."
• To contact Tim Chappell, email tim.chappell@wpa.org.uk
or call him on 01227 738863 or 07739 643569.

Cream of the crop

The closer you get to the person who produces your food, the more you know and the more control you have over what you actually eat.

Produced in Kent has shown how easy it is to shop locally and support local producers, receiving great food into the bargain – and it's delivered to your door. **Nick Ames** takes a look at how people are turning their backs on supermarket food to sample the best the county has to offer

IN THE modern age of preservatives and additives, genetically modified crops and health scares, people are increasingly concerned about the quality and cleanliness of the food they eat.

Given the near impossibility of identifying the pesticides used and the route taken to grow and transport your food to a UK supermarket, foods grown locally make a lot of sense for those who want more control over what they put into their bodies.

These include locally caught fish, meat



CORNUCOPIA: Visit Kent tourism poster promoting the Goods

reared on Kent farms and fruit and veg grown in the Garden of England.

Acres of orchards and fields are one of the first things visitors to the county notice, while the many oast houses bear testament to a fine tradition of brewing.

Kent's beer is renowned across the world – hops are even exported to specialist breweries in the United States – and the county makes some of the country's best wines and ciders too.

According to campaign group Produced in Kent: "Local customers have a choice of some

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so close to home



Shed in Canterbury, which offers an array of Kentish produce

of the best produce anywhere in the world. The range and breadth of products available is second to none.

"The changing seasons provide us with a rich and varied diet, right on our doorstep – from spring lamb to the first strawberries, through to fresh cobnuts and winter vegetables."

John Ikerd, a retired agricultural economics professor who writes about the local food movement, says farmers who sell direct to local consumers need not give priority to packing, shipping and shelf-life issues and

can instead "select, grow and harvest crops to ensure peak qualities of freshness, nutrition and taste".

Eating local also means eating seasonally, he adds, a practice much in tune with mother nature — as well as giving consumers something to look forward to as fruits and vegetables come into season and can be enjoyed fresh.

Local food is often safer, too, according to agricultural researchers who discovered that, even when it's not organic, small farms tend to be less aggressive than large factory farms, dousing products with chemicals.

Small farms are also more likely to grow more variety, according to the research, protecting biodiversity and preserving a wider agricultural gene pool, an important factor in long-term food security.

So in the aptly named Garden of England, customers can tuck in to seasonal, traceable, high-quality fare: seafood from Dover sole to Whitstable oysters, Romney Marsh lamb, along with apples, pears, plums and more.

Tours and tastings can be enjoyed at vineyards such as Chapel Down in Tenterden, and Lamberhurst Vineyards, or the one at Biddenden, where cider is also produced.

Tours are also arranged at the Shepherd Neame brewery in Faversham, where visitors can find out how Kentish hops are turned into pints.

Sheps combines a heritage of 300 years with attention to modern environmental issues and claiming the title of Britain's first "green" browers.

Some of its hops are harvested just a mile away and tastings are always available in the bar attached to the historic brewery.

Reach for the sky – safely

WHILE good quality local services generally outshine one-size-fits-all offerings, some larger franchises are nonetheless based on good ideas

Naz Cesur was so impressed with the ladder-free, pure water window cleaning system introduced by a franchise operation that he took it on in Ashford – and then bought it out.

It means the My Home cleaning service he now runs in and around Ashford is a truly local company, and one that sees Naz regularly rolling up his sleeves to make sure his team delivers the best possible service.

This 21st century approach to window cleaning uses a detergent-free, pure water cleaning method that gives windows a longer-lasting shine without the hassle.

From a health and safety view it ticks all the boxes by using a pole-based system that means the operator keeps his feet firmly on the ground, however high the windows. The system is flexible enough to tackle office blocks as well as domestic homes, and with no ladders the system is far safer.

no ladders the system is far safer.

It also works. When Naz was asked to clean two replica Battle of Britain fighters, ready for the 70th anniversary Memorial Day celebrations at Capel-le-Ferne, he was delighted to help out.

Naz cleaned the Hurricane and Spitfire free as a mark of respect for the veterans who fought off the invasion threat from the Luftwaffe in 1940.

He did such a good job that the Battle of Britain Memorial Trust, which runs the site at Capel, cancelled plans to have the planes repainted because they came up as good as new. He also cleaned the hardstanding ready for the annual ceremony, which was especially significant during the anniversary year.



TOP FLIGHT: Naz Cesur cleaning Hurricane replica at Capel

Battle of Britain fighters are a bit unusual even for Naz, who claims to clean "anything that stands still long enough", but he uses the same system to clean patios, brickwork, decking, drives, signs and fascias, as well as tackling messy jobs like clearing out the gutters.

The My Home system also means homeowners don't need to worry about ladder feet in the middle of their flowerbeds or guttering being bent out of shape.

My Home also uses technology to make life much easier for the customer. A text, email or phone message alerts the householder to the date of the next visit, which is helpful if a gate needs to be unlocked or the family dog needs to be shut in the house.

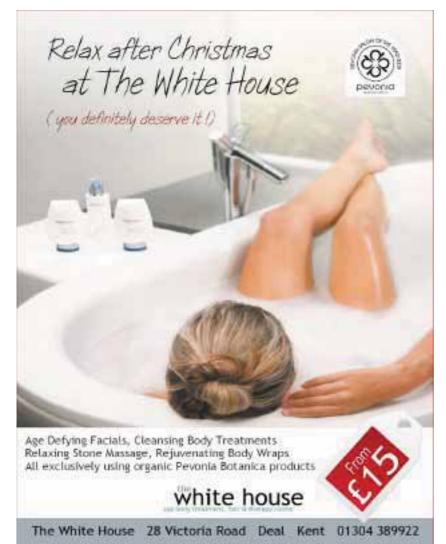
When it comes to paying there's no need to leave the money outside in a tin or miss your favourite programme when the window cleaner pops back to collect his cash.

Options range from standing order to online payment, all designed to make life as easy as possible.

easy as possible.

My Home also cleans conservatories, again using the ladder-free system to let the sun through the glass without running any risk of someone's foot going through it.

• Contact My Home cleaning services on 01233 612120.





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Pop in for a pint and a chat at friendly local

PART of the attraction of a pint at 'the local' used to be a chat with 'mine host', inevitably someone who had seen life and could be relied on to tell a good tale or two.

That scenario is harder to find these days as theme pubs and national chains with professional managers have increasingly replaced traditional landlords, but there are still corners of the Kentish countryside where a true local can still be found.

One of those quintessential English pubs is the World's Wonder at Warehorne, where John Roberts and his wife Kathy have put down roots after busy careers that have taken them as far afield as Dubai.

When it comes to a chat over a pint, John can drop more names and share more experiences than most, having rubbed shoulders with royalty as well as with The Who, the Rolling Stones, Elton John, Pink Floyd and Roxy Music.

The World's Wonder, which is on the Kenardington Road, also distinguishes itself by focusing on freshly-prepared meals using

locally-sourced, free-range produce.
"We cook and prepare all the meals on the premises and we never serve packet foods or pre-packed meals," explained John. "Our business model demands a chef, not a cook, and we are delighted to have Ian Williamson working in that role to help us prove that the World's Wonder is 'where meals are to dine for'."

John left school in 1966 to join the Navy as a radio mechanic in the Fleet Air Arm and left four years later to work for an electronic busisions of modern desktop calculators.

He then joined a company called Electrosonic, an industry leader in lighting control, audio and audiovisual systems.

The company boasted a top-flight client list, and it was as field service engineer that John met members of the royal family as well

as a huge number of celebrities.

The company also introduced John to the world of microprocessor control systems which was to see him travel to Dubai as an electronic systems specialist in 1982.

Made redundant for the first time in the early 90, John began writing bespoke software for SCA, but when redundancy loomed again 10 years later, John decided it was time to pursue his ambition and set up a pub.

"Kathy and I decided that we

would move to a beautiful part of Kent and set up a really great pub selling good beer and fine local food."

The couple have worked hard to ensure the popular gastro-pub has delivered on its promise of freshly-prepared meals using quality local ingredients, and events such as pudding nights, gourmet nights and game nights ensure a steady flow of customers.

The pub also plays an active part in the community, with John taking on the role of Father Christmas at the local school as well as supporting local events. The pub has a website at www.worldswonder.co.uk and can be contacted on 01233 732431.

Family firm aims

Every good garage knows that if you treat a customer well, they will keep coming back, and for the driver, finding the right garage is one of the most important decisions they can make.

Malcolm Triggs meets one of the most successful local garages in Kent to discover some of the its success secrets.

WHILE personal service from an established family business is often seen as the holy grail of our modern, pre-packed lives, there are times when things have to move on.

Ashford-based D&D Autos spent 25 years ent, family-run garage on the outskirts of Ashford town centre, before moving to a purpose built unit on an industrial park.

The move from Victoria Road to a smart, sleek and very new-looking building in Moat Way, on Orbital Park, could have been seen as giving in to modern ways, but by keeping customer service at the core of the D&D Autos offer, Derek Pestridge and his team made

sure it was quickly seen as a huge success. It was a move that allowed D&D Autos to leave a jumble of different premises in an area where parking was a problem, facilities for customers were challenging and there simply wasn't enough space to offer more

Now based on the prestige Orbital Park, D&D Autos can offer a wider range of services while providing much better surroundings for customers, as well as the workforce - and all without sacrificing the tiniest bit of the local customer service that has set them apart since 1983.

D&D Autos services, repairs and carries out MOT tests on all popular makes of cars, and specialises in VW, Audi, Seat and Skoda.

As a family-run business, D&D Autos is quick to respond to local needs, which is why the garage is currently offering a winter health check that covers everything from coolant and brake fluid levels to anti-freeze strength, tyres, exhaust system and a visual check on brake pads and discs

The free service takes just 30 minutes, which can be spent enjoying a cup of tea or coffee in the comfortable reception area.

The improved services on offer following the move to Orbital Park also resulted in D&D Autos winning Ashford Invicta Chamber's award for Excellence in Customer Service 2010, as well as picking up a Highly Commended award in the flagship Business

of the Year category.

D&D Autos also offers computerised fourwheel alignment that could prove vital to anyone who has driven on Kent's pothole-

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to keep you on the road

crazed roads following the recent weeks of ice, snow and sub-zero temperatures

Only the most careful or the luckiest drivers will have avoided all those potholes, which makes checking their wheel alignment a necessity for virtually all the county's driv-

Correct wheel alignment is critical to safe driving, as well as making tyres last longer, reducing fuel consumption, improving handling and improving the driving experience.

Modern suspension systems are complex, and the only way to check the alignment of all four wheels properly is to use modern, high-tech kit of the kind to be found at the new Moat Way premises of D&D Autos.

It's another new service that the garage couldn't offer from the older, cramped premises, but can now deliver to all its loyal customers as well as to increasing numbers of new ones.

"We just couldn't provide either the quality or the choice of services we wanted to offer when we were based in Victoria Road, and when I couldn't find anything suitable in the town we took the plunge and designed our own building in Moat Way," explained Derek Pestridge.

"It has given us the space and facilities we needed to provide our service across a wider range of activities," he said.

Contact D&D Autos on 01233 504765 or email info@ddautosashford.co.uk.

WORKING TOGETHER: From left, workshop manager Matthew Pestridge, business owner Derek Pestridge and customer service manager Richard Pestridge, of D&D Autos, outside the firm's new base in Moat Way on Orbital Park, Ashford.



Early birds get free breakfast

joined forces to provide early morning workers with the most important meal of

JCB Volkswagen Van Centre and Sittingbourne Cafe launched a temporary customer service initiative in 2009 to provide JCB's service customers with a breakfast voucher while their vehicle was being worked on.

But after more than 1,000 people used the 'early bird' service in the first year, it's now being introduced permanently.

Matt Rochester, aftersales manager at JCB Sittingbourne Van Centre, said: "Every month, nearly 100 service customers come to our St Michael's Road site enjoy a breakfast at the Sittingbourne Cafe while they wait for work to be carried out on their vehicle.

"The phenomenal success of the early bird initiative has taken us all by surprise and we've now decided to make it permanent.

"We introduced it for customers who need to be on the road early and we're delighted with the positive feedback."

Steve Beard, from Chatham-based Rainham Refrigeration, said: "It's a fantastic idea and means our vans are serviced without any impact on the working day. "The food is great and we'll be using this service every time our vehicles serviced or in for an MOT."

Matt added: "JCB's service department is open from 6am, but as the cafe opens at 7am, customers can enjoy refreshments in our waiting area until breakfast is



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